



---

## UNITED STATES INTERNATIONAL TRADE COMMISSION

---

WASHINGTON, DC 20436

September 20, 2004

To Whom It May Concern:

The enclosed questionnaire pertains to the United States International Trade Commission's investigation concerning outboard engines. The investigation is being conducted under the provisions of section 731 of the Tariff Act of 1930.

In this investigation the Commission must determine whether an industry in the United States is materially injured or is threatened with material injury, or the establishment of an industry in the United States is materially retarded, by reason of imports from Japan of outboard engines that have been found to be sold in the United States at less than fair value. A copy of the Commission's notice of this investigation is enclosed.

The business proprietary information you supply in this questionnaire or in connection therewith will be so treated by the Commission and will not be disclosed except as may be required by law. Your response will be consolidated with the responses of other firms and will form much of the statistical base for the Commission's determination. The questions in the questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible.

Please return the completed questionnaire to the Commission by no later than October 28, 2004. If you have any questions concerning the questionnaire or other matters related to the investigation, please contact Olympia Hand at [olympia.hand@usitc](mailto:olympia.hand@usitc) or 202-205-3182 of the Commission's staff. Correspondence may be sent to the above address or via FAX to 202-205-3205.

Sincerely,

Robert Carpenter  
Director

Enclosures

**DEPARTMENT OF HOMELAND SECURITY****Federal Emergency Management Agency****[FEMA-1527-DR]****Michigan; Amendment No. 3 to Notice of a Major Disaster Declaration**

**AGENCY:** Federal Emergency Management Agency, Emergency Preparedness and Response Directorate, Department of Homeland Security.

**ACTION:** Notice.

**SUMMARY:** This notice amends the notice of a major disaster for the State of Michigan (FEMA-1527-DR), dated June 30, 2004, and related determinations.

**EFFECTIVE DATE:** August 10, 2004.

**FOR FURTHER INFORMATION CONTACT:** Magda Ruiz, Recovery Division, Federal Emergency Management Agency, Washington, DC 20472, (202) 646-2705.

**SUPPLEMENTARY INFORMATION:** Notice is hereby given that the incident period for this disaster is reopened. The incident period for this declared disaster is now May 20, 2004, through and including June 8, 2004.

(The following Catalog of Federal Domestic Assistance Numbers (CFDA) are to be used for reporting and drawing funds: 97.030, Community Disaster Loans; 97.031, Cora Brown Fund Program; 97.032, Crisis Counseling; 97.033, Disaster Legal Services Program; 97.034, Disaster Unemployment Assistance (DUA); 97.046, Fire Management

Assistance; 97.048, Individual and Household Housing; 97.049, Individual and Household Disaster Housing Operations; 97.050 Individual and Household Program—Other Needs; 97.036, Public Assistance Grants; 97.039, Hazard Mitigation Grant Program)

**Michael D. Brown,**

*Under Secretary, Emergency Preparedness and Response, Department of Homeland Security.*

[FR Doc. 04-19205 Filed 8-20-04; 8:45 am]

**BILLING CODE 9110-10-P**

**DEPARTMENT OF THE INTERIOR****Minerals Management Service****Environmental Documents Prepared for Proposed Oil and Gas Operations on the Alaskan Outer Continental Shelf (OCS)**

**AGENCY:** Minerals Management Service (MMS), Interior.

**ACTION:** Notice of the availability of environmental documents.

**SUMMARY:** The Minerals Management Service, in accordance with Federal Regulations that implement the National Environmental Policy Act (NEPA), announces the availability of NEPA-related Categorical Exclusion Reviews (CERs)/Environmental Assessments (EAs) and Findings of No Significant Impact (FONSI), prepared by MMS for the following oil and gas activities proposed on the Alaskan OCS.

**FOR FURTHER INFORMATION CONTACT:**

Minerals Management Service, Alaska OCS Region, Attention: Ms. Nikki Lewis, Resource Center, 949 East 36th Avenue, Room 330, Anchorage, Alaska, telephone (907) 271-6438 or 1-800-764-2627.

**SUPPLEMENTARY INFORMATION:** MMS prepares CERs/EAs and FONSI for proposals that relate to exploration for and the development/production of oil and gas resources on the Alaskan OCS. These CERs/EAs examine the potential environmental effects of activities described in the proposals and present MMS conclusions regarding the significance of those effects. CERs/EAs are used as a basis for determining whether or not approvals of the proposals constitute major Federal actions that significantly affect the quality of the human environment in the sense of NEPA Section 102(2)(C). A FONSI is prepared in those instances where MMS finds that approval will not result in significant effects on the quality of the human environment. The FONSI briefly presents the basis for that finding and includes a summary or copy of the CER.

This notice constitutes the public notice of availability of environmental documents required under the NEPA Regulations.

This listing includes all proposals for which the Alaska OCS Region prepared a FONSI in the period subsequent to publication of the preceding notice.

Activity/operator	Location	Date
Veritas DGC for Conoco/Phillips Alaska, winter over-ice 3-D vibrosis (winter seismic survey); CER review of OCS G&G Permit Application No. 04-01.	Between Eskimo Islands and the Nechelek Channel of the Colville River and southern Harrison Bay (100-200 sq. miles overall, but only 5-10 sq. miles on the Federal OCS).	03/31/04

Persons interested in reviewing environmental documents for the proposals listed above or obtaining information about CERs/EAs and FONSI prepared for activities on the Alaska OCS are encouraged to contact MMS at the address or telephone listed in the **FOR FURTHER INFORMATION CONTACT** section of this notice.

Dated: July 16, 2004.

**Thomas A. Readinger,**

*Associate Director for Offshore Minerals Management.*

[FR Doc. 04-19226 Filed 8-20-04; 8:45 am]

**BILLING CODE 4310-MR-P**

**INTERNATIONAL TRADE COMMISSION**

**[Investigation No. 731-TA-1069 (Final)]**

**Outboard Engines From Japan**

**AGENCY:** United States International Trade Commission.

**ACTION:** Scheduling of the final phase of an antidumping investigation.

**SUMMARY:** The Commission hereby gives notice of the scheduling of the final phase of antidumping investigation No. 731-TA-1069 (Final) under section 735(b) of the Tariff Act of 1930 (19 U.S.C. 1673d(b)) to determine whether an industry in the United States is materially injured or threatened with material injury, or the establishment of an industry in the United States is materially retarded, by reason of less-

than-fair-value (LTFV) imports from Japan of outboard engines, provided for in subheading 8407.21.00 of the Harmonized Tariff Schedule of the United States.<sup>1</sup>

<sup>1</sup> For purposes of this investigation, the Department of Commerce has defined the subject merchandise as "outboard engines (also referred to as outboard motors), whether assembled or unassembled; and powerheads, whether assembled or unassembled. The subject engines are gasoline-powered spark-ignition, internal combustion engines designed and used principally for marine propulsion for all types of light recreational and commercial boats, including, but not limited to, canoes, rafts, inflatable, sail and pontoon boats. Specifically included in this scope are two-stroke, direct injection two-stroke, and four-stroke outboard engines.

Outboard engines are comprised of (1) a powerhead assembly, or an internal combustion engine, (2) a midsection assembly, by which the outboard engine is attached to the vehicle it

Continued

For further information concerning the conduct of this phase of the investigation, hearing procedures, and rules of general application, consult the Commission's Rules of Practice and Procedure, part 201, subparts A through E (19 CFR part 201), and part 207, subparts A and C (19 CFR part 207).

**EFFECTIVE DATE:** August 12, 2004.

**FOR FURTHER INFORMATION CONTACT:**

Olympia Hand (202-205-3182), Office of Investigations, U.S. International Trade Commission, 500 E Street, SW., Washington, DC 20436. Hearing-impaired persons can obtain information on this matter by contacting the Commission's TDD terminal on 202-205-1810. Persons with mobility impairments who will need special assistance in gaining access to the Commission should contact the Office of the Secretary at 202-205-2000. General information concerning the Commission may also be obtained by accessing its Internet server (<http://www.usitc.gov>). The public record for this investigation may be viewed on the Commission's electronic docket (EDIS) at <http://edis.usitc.gov>.

**SUPPLEMENTARY INFORMATION:**

**Background.**—The final phase of this investigation is being scheduled as a result of an affirmative preliminary determination by the Department of Commerce that outboard engines from Japan are being sold in the United States at less than fair value within the meaning of section 733 of the Act (19 U.S.C. 1673b). The investigation was requested in a petition filed on January 8, 2004, by Mercury Marine, a division of Brunswick Corp., Fond du Lac, WS.

**Participation in the investigation and public service list.**—Persons, including industrial users of the subject merchandise and, if the merchandise is sold at the retail level, representative consumer organizations, wishing to

participate in the final phase of this investigation as parties must file an entry of appearance with the Secretary to the Commission, as provided in section 201.11 of the Commission's rules, no later than 21 days prior to the hearing date specified in this notice. A party that filed a notice of appearance during the preliminary phase of the investigation need not file an additional notice of appearance during this final phase. The Secretary will maintain a public service list containing the names and addresses of all persons, or their representatives, who are parties to the investigation.

**Limited disclosure of business proprietary information (BPI) under an administrative protective order (APO) and BPI service list.**—Pursuant to section 207.7(a) of the Commission's rules, the Secretary will make BPI gathered in the final phase of this investigation available to authorized applicants under the APO issued in the investigation, provided that the application is made no later than 21 days prior to the hearing date specified in this notice. Authorized applicants must represent interested parties, as defined by 19 U.S.C. 1677(9), who are parties to the investigation. A party granted access to BPI in the preliminary phase of the investigation need not reapply for such access. A separate service list will be maintained by the Secretary for those parties authorized to receive BPI under the APO.

**Staff report.**—The prehearing staff report in the final phase of this investigation will be placed in the nonpublic record on December 2, 2004, and a public version will be issued thereafter, pursuant to section 207.22 of the Commission's rules.

**Hearing.**—The Commission will hold a hearing in connection with the final phase of this investigation beginning at 9:30 a.m. on December 14, 2004, at the U.S. International Trade Commission Building. Requests to appear at the hearing should be filed in writing with the Secretary to the Commission on or before December 8, 2004. A nonparty who has testimony that may aid the Commission's deliberations may request permission to present a short statement at the hearing. All parties and nonparties desiring to appear at the hearing and make oral presentations should attend a prehearing conference to be held at 9:30 a.m. on December 10, 2004, at the U.S. International Trade Commission Building. Oral testimony and written materials to be submitted at the public hearing are governed by sections 201.6(b)(2), 201.13(f), and 207.24 of the Commission's rules. Parties must submit any request to

present a portion of their hearing testimony *in camera* no later than 7 days prior to the date of the hearing.

**Written submissions.**—Each party who is an interested party shall submit a prehearing brief to the Commission. Prehearing briefs must conform with the provisions of section 207.23 of the Commission's rules; the deadline for filing is December 9, 2004. Parties may also file written testimony in connection with their presentation at the hearing, as provided in section 207.24 of the Commission's rules, and posthearing briefs, which must conform with the provisions of section 207.25 of the Commission's rules. The deadline for filing posthearing briefs is December 21, 2004; witness testimony must be filed no later than three days before the hearing. In addition, any person who has not entered an appearance as a party to the investigation may submit a written statement of information pertinent to the subject of the investigation on or before December 21, 2004. On January 19, 2005, the Commission will make available to parties all information on which they have not had an opportunity to comment. Parties may submit final comments on this information on or before January 21, 2005, but such final comments must not contain new factual information and must otherwise comply with section 207.30 of the Commission's rules. All written submissions must conform with the provisions of section 201.8 of the Commission's rules; any submissions that contain BPI must also conform with the requirements of sections 201.6, 207.3, and 207.7 of the Commission's rules. The Commission's rules do not authorize filing of submissions with the Secretary by facsimile or electronic means, except to the extent permitted by section 201.8 of the Commission's rules, as amended, 67 FR 68036 (November 8, 2002).

In accordance with sections 201.16(c) and 207.3 of the Commission's rules, each document filed by a party to the investigation must be served on all other parties to the investigation (as identified by either the public or BPI service list), and a certificate of service must be timely filed. The Secretary will not accept a document for filing without a certificate of service.

**Authority:** This investigation is being conducted under authority of title VII of the Tariff Act of 1930; this notice is published pursuant to section 207.21 of the Commission's rules.

By order of the Commission.

propels, and (3) a gearcase assembly, which typically includes a transmission and propeller shaft, and may or may not include a propeller. To the extent that these components are imported together, but unassembled, they collectively are covered within the scope of this investigation. An "unassembled" outboard engine consists of a powerhead as defined below, and any other parts imported with the powerhead that may be used in the assembly of an outboard engine.

Powerheads are comprised of, at a minimum, (1) a cylinder block, (2) pistons, (3) connecting rods, and (4) a crankshaft. Importation of these four components together, whether assembled or unassembled, and whether or not accompanied by additional components, constitute a powerhead for purposes of this investigation. An "unassembled" powerhead consists of, at a minimum, the four powerhead components listed above, and any other parts imported with it that may be used in the assembly of a powerhead.

The scope does not include parts or components (other than powerheads) imported separately."

Issued: August 17, 2004.

**Marilyn R. Abbott,**

*Secretary to the Commission.*

[FR Doc. 04-19248 Filed 8-20-04; 8:45 am]

BILLING CODE 7020-02-P

## INTERNATIONAL TRADE COMMISSION

[Inv. No. 337-TA-494]

### In the Matter of Certain Automotive Measuring Devices, Products Containing Same, and Bezels for Such Devices; Notice of Commission Decision Not To Review Two Initial Determinations Terminating the Investigation as to Respondents Old World Industries, Inc., Splitfire International, Inc., Blitz Co., Ltd., and Blitz North America, Inc. on the Basis of Settlement Agreements and Consent Orders; Issuance of Consent Orders

**AGENCY:** U.S. International Trade Commission.

**ACTION:** Notice.

**SUMMARY:** Notice is hereby given that the U.S. International Trade Commission has determined not to review two initial determinations ("IDs") issued by the presiding administrative law judge ("ALJ") terminating the above-captioned investigation as to respondents Old World Industries, Inc. and SplitFire International, Inc. (collectively, "OldWorld/Splitfire"), and Blitz Co., Ltd. and Blitz North America, Inc. (collectively, "Blitz") on the basis of consent orders.

**FOR FURTHER INFORMATION CONTACT:** Michael Liberman, Esq., Office of the General Counsel, U.S. International Trade Commission, 500 E Street, SW., Washington, DC 20436, telephone (202) 205-3115. Copies of the ALJ's ID and all other nonconfidential documents filed in connection with this investigation are or will be available for inspection during official business hours (8:45 a.m. to 5:15 p.m.) in the Office of the Secretary, U.S. International Trade Commission, 500 E Street, SW., Washington, DC 20436, telephone (202) 205-2000. Hearing-impaired persons are advised that information on this matter can be obtained by contacting the Commission's TDD terminal on (202) 205-1810. General information concerning the Commission may also be obtained by accessing its Internet server (<http://www.usitc.gov>). The public record for this investigation may be viewed on the Commission's electronic docket (EDIS) at <http://edis.usitc.gov>.

**SUPPLEMENTARY INFORMATION:** The Commission issued a notice of investigation dated June 16, 2003, naming Auto Meter Products, Inc. ("Auto Meter") of Sycamore, Illinois, as the complainant and several companies as respondents. On June 20, 2003, the notice of investigation was published in the **Federal Register**. 68 FR 37023. The complaint alleged violations of section 337 of the Tariff Act of 1930 in the importation and sale of certain automotive measuring devices, products containing same, and bezels for such devices, by reason of infringement of U.S. Registered Trademark Nos. 1,732,643 and 1,497,472, and U.S. Supplemental Register No. 1,903908, and infringement of the complainant's trade dress. Subsequently, seven more firms were added as respondents based on two separate motions filed by complainant Auto Meter. The investigation was terminated as to five respondents on the basis of consent orders.

On July 14, 2004, the ALJ issued two IDs (Orders Nos. 34 and 35) terminating the investigation as to respondents OldWorld/Splitfire and Blitz on the basis of settlement agreements and consent orders. The Commission investigative attorney filed responses in support of each of the joint motions. No petitions for review of the IDs were filed.

The authority for the Commission's determination is contained in section 337 of the Tariff Act of 1930, as amended (19 U.S.C. 1337), and in section 210.42 of the Commission's Rules of Practice and Procedure (19 CFR 210.42).

Issued: August 17, 2007.

By order of the Commission.

**Marilyn R. Abbott,**

*Secretary to the Commission.*

[FR Doc. 04-19201 Filed 8-20-04; 8:45 am]

BILLING CODE 7020-02-P

## DEPARTMENT OF LABOR

### Office of the Secretary

#### Submission for OMB Review: Comment Request

August 13, 2004.

The Department of Labor (DOL) has submitted the following public information collection request (ICR) to the Office of Management and Budget (OMB) for review and approval in accordance with the Paperwork Reduction Act of 1995 (Pub. L. 104-13, 44 U.S.C. chapter 35). A copy of this ICR, with applicable supporting

documentation, may be obtained by contacting the Department of Labor (DOL). To obtain documentation, contact Darrin King on 202-693-4129 (this is not a toll-free number) or e-mail: [king.darrin@dol.gov](mailto:king.darrin@dol.gov).

Comments should be sent to Office of Information and Regulatory Affairs, Attn: OMB Desk Officer for the Employee Benefits Security Administration (EBSA), Office of Management and Budget, Room 10235, Washington, DC 20503, 202-395-7316 (this is not a toll-free number), within 30 days from the date of this publication in the **Federal Register**.

The OMB is particularly interested in comments which:

- Evaluate whether the proposed collection of information is necessary for the proper performance of the functions of the agency, including whether the information will have practical utility;
- Evaluate the accuracy of the agency's estimate of the burden of the proposed collection of information, including the validity of the methodology and assumptions used;
- Enhance the quality, utility, and clarity of the information to be collected; and
- Minimize the burden of the collection of information on those who are to respond, including through the use of appropriate automated, electronic, mechanical, or other technological collection techniques or other forms of information technology, e.g., permitting electronic submission of responses.

*Agency:* Employee Benefits Security Administration.

*Type of Review:* Extension of currently approved collection.

*Title:* Regulation Relating to Loans to Plan Participants and Beneficiaries Who are Parties in Interest with Respect to the Plan.

*OMB Number:* 1210-0076.

*Frequency:* On occasion.

*Type of Response:* Third party disclosure.

*Affected Public:* Business or other for-profit; Not-for-profit institutions; and Individuals or households.

*Number of Respondents:* 1,700.

*Number of Annual Responses:* 1,700.

*Estimated Time Per Response:* 3 hours.

*Total Burden Hours:* 1.<sup>1</sup>

<sup>1</sup> Generally, because of the specialized knowledge required, attorneys and professional administrators acting as service providers to plans are most likely to draft amendments that would describe or modify a loan program. Therefore, the burden for the information collected is accounted for as a cost burden.



## **GENERAL INFORMATION, INSTRUCTIONS, AND DEFINITIONS FOR COMMISSION QUESTIONNAIRES**

### **OUTBOARD ENGINES from JAPAN Investigation No. 731-TA-1069 (Final)**

***Further information.--If you have any questions concerning the enclosed questionnaire(s) or other matters related to this investigation, you may contact the following members of the Commission's staff (Fax 202-205-3205):***

***Olympia Hand, investigator (202-205-3182; E-mail OLYMPIA.HAND@USITC.GOV)  
regarding general questions and trade and related information;***

***Charles Yost, auditor (202-205-3432; E-mail CHARLES.YOST@USITC.GOV)  
regarding financial information; and***

***James Fetzer, economist (202-708-5403; E-mail JAMES. FETZER@USITC.GOV)  
regarding pricing, market, and related information.***

## **GENERAL INFORMATION, INSTRUCTIONS, AND DEFINITIONS**

### **GENERAL INFORMATION**

**Background.**--This investigation was instituted in response to a petition filed on January 8, 2004, by Mercury Marine, a division of Brunswick Corp., Fond du Lac, WS. Antidumping duties may be assessed on the subject imports as a result of this investigation if the Commission makes an affirmative determination of injury, threat, or material retardation, and if the U.S. Department of Commerce makes an affirmative determination of dumping.

Additional questionnaires will be supplied promptly upon request, or photocopies of the enclosed questionnaire(s) may be used. Address all correspondence to the United States International Trade Commission, Washington, DC 20436. Hearing-impaired individuals can obtain information regarding this investigation via the Commission's TDD terminal (202-205-1810).

**Due date of questionnaire(s).**--Return the completed questionnaire(s) to the United States International Trade Commission by no later than **October 28, 2004**. Although the enclosed postpaid envelope may be used to return the completed questionnaire, use of an overnight mail service may be necessary to ensure that your response actually reaches the Commission by **October 28, 2004**. If you do not use the enclosed envelope, please make sure the completed questionnaire is sent to the attention of **Olympia Hand**. **Return only one copy of the completed questionnaire(s), but please keep a copy for your records so that you can refer to it if the Commission staff contacts you with any questions during the course of the investigation.**

**Service of questionnaire response(s).**--In the event that your firm is a party to this investigation, you are required to serve a copy of the questionnaire(s), once completed, on parties to the proceeding that are subject to administrative protective order (see 19 CFR § 207.7). A list of such parties is maintained by the Commission's Secretary and may be obtained by calling 202-205-1803. A certificate of service must accompany the copy of the completed questionnaire(s) you submit (see 19 CFR § 207.7).

**Confidentiality.**--The commercial and financial data furnished in response to the enclosed questionnaire(s) that reveal the individual operations of your firm will be treated as confidential by the Commission to the extent that such data are not otherwise available to the public and will not be disclosed except as may be required by law (see 19 U.S.C. § 1677f). Such confidential information will not be published in a manner that will reveal the individual operations of your firm; however, nonnumerical characterizations of numerical business proprietary information (such as discussion of trends) will be treated as confidential business information only at the request of the submitter for good cause shown.

**Verification.**--The information submitted in the enclosed questionnaire(s) is subject to audit and verification by the Commission. To facilitate possible verification of data, please keep all your workpapers and supporting documents used in the preparation of the questionnaire response(s).

## **GENERAL INFORMATION, INSTRUCTIONS, AND DEFINITIONS--Continued**

### **GENERAL INFORMATION--Continued**

**Release of information.**--The information provided by your firm in response to the questionnaire(s), as well as any other business proprietary information submitted by your firm to the Commission in connection with the investigation, may become subject to, and released under, the administrative protective order provisions of the Tariff Act of 1930 (19 U.S.C. § 1677f) and section 207.7 of the Commission's Rules of Practice and Procedure (19 CFR § 207.7). This means that certain lawyers and other authorized individuals may temporarily be given access to the information for use in connection with this investigation or other import-injury investigations conducted by the Commission on the same or similar merchandise; those individuals would be subject to severe penalties if the information were divulged to unauthorized individuals

### **INSTRUCTIONS**

**Answer all questions.**--Do not leave any question or section blank unless a questionnaire expressly directs you to skip over certain questions or sections. If the answer to any question is "none," write "none." **If information is not readily available from your records in exactly the form requested, furnish carefully prepared estimates--designated as such by the letter "E"--and explain the basis of your estimates.** Answers to questions and any necessary comments or explanations should be supplied in the space provided or on separate sheets attached to the appropriate page of the questionnaire(s). If your firm is completing more than one questionnaire in connection with this investigation (i.e., a producer, importer, and/or purchaser questionnaire), you need not respond to duplicated questions in the questionnaires.

**Consolidate all U.S. establishments.**--Report the requested data for your establishment(s) located in the United States. **Firms operating more than one establishment should combine the data for all establishments into a single report.**

## **GENERAL INFORMATION, INSTRUCTIONS, AND DEFINITIONS--Continued**

### **DEFINITIONS**

**Outboard engines.**—The products covered by this investigation are outboard engines (also referred to as outboard motors), whether assembled or unassembled; and powerheads, whether assembled or unassembled. The subject engines are gasoline-powered spark-ignition, internal combustion engines designed and used principally for marine propulsion for all types of light recreational and commercial boats, including, but not limited to, canoes, rafts, inflatable, sail and pontoon boats. Specifically included in this scope are two-stroke, direct injection two-stroke, and four-stroke outboard engines. **Unless otherwise stated, references to “outboard engines” in the questionnaires include both complete outboard engines and powerheads.**

**Complete outboard engines.**—A complete outboard engine is comprised of (1) a powerhead assembly, or an internal combustion engine, (2) a midsection assembly, by which the outboard engine is attached to the vehicle it propels, and (3) a gearcase assembly, which typically includes a transmission and propeller shaft, and may or may not include a propeller. To the extent that these components are imported together, but unassembled, they collectively are covered within the scope of this investigation. An “unassembled” outboard engine consists of a powerhead as defined below, and any other parts imported with the powerhead that may be used in the assembly of an outboard engine.

**Powerheads.**—Powerheads are comprised of, at a minimum, (1) a cylinder block, (2) pistons, (3) connecting rods, and (4) a crankshaft. Importation of these four components together, whether assembled or unassembled, and whether or not accompanied by additional components, constitute a powerhead for purposes of this investigation. An “unassembled” powerhead consists of, at a minimum, the four powerhead components listed above, and any other parts imported with it that may be used in the assembly of a powerhead.

The scope does not include parts or components (other than powerheads) imported separately. The complete outboard engines and powerheads subject to this investigation are currently classifiable in the Harmonized Tariff Schedule of the United States (HTSUS) in statistical reporting numbers 8407.21.0040 and 8407.21.0080. Although the HTSUS subheadings are provided for convenience and customs purposes, the written description of the merchandise under investigation is dispositive.

**Firm.**—An individual proprietorship, partnership, joint venture, association, corporation (including any subsidiary corporation), business trust, cooperative, trustee in bankruptcy, or receiver under decree of any court.



## **GENERAL INFORMATION, INSTRUCTIONS, AND DEFINITIONS--Continued**

### **DEFINITIONS--Continued**

**Related firm.**--A firm that your firm solely or jointly owned, managed, or otherwise controlled; a firm that solely or jointly owned, managed, or otherwise controlled your firm; and/or a firm that was solely or jointly owned, managed, or otherwise controlled by a firm that also solely or jointly owned, managed, or otherwise controlled your firm.

**Establishment.**--Each facility of a firm in the United States involved in the production, importation, and/or purchase of outboard engines or powerheads therefor (as defined above), including auxiliary facilities operated in conjunction with (whether or not physically separate from) such facilities.

**United States.**--For purposes of this investigation, the 50 States, Puerto Rico, the U.S. Virgin Islands, and the District of Columbia.

**Importer.**--Any person or firm engaged, either directly or through a parent company or subsidiary, in importing outboard engines or powerheads therefor (as defined above) into the United States from a foreign manufacturer or through its selling agent.

**Imports.**--Those products identified for Customs purposes as imports for consumption for which your firm was the importer of record (i.e., was responsible for paying any import duty) or consignee (i.e., to which the merchandise was first delivered).

**Import quantities.**--Quantities reported should be net of returns.

**Import values.**--Values reported should be landed, duty-paid values at the U.S. port of entry, including ocean freight and insurance costs, brokerage charges, and import duties (i.e., all charges except inland freight in the United States).

**Purchaser.**--Any person or firm engaged, either directly or through a parent company or subsidiary, in purchasing outboard engines or powerheads therefor (as defined above) from another firm that produces, imports, or otherwise distributes these products.

**Purchases.**--Purchases from all sources, NOT including direct imports from foreign producers (which should be reported in an importer questionnaire).

**Purchase quantities.**--Quantities reported should be net of returns.

**Purchase values.**--Values reported should be net values (i.e., gross purchase values less the value of returned goods and all discounts, allowances, rebates, incentives,

## **GENERAL INFORMATION, INSTRUCTIONS, AND DEFINITIONS--Continued**

### **DEFINITIONS--Continued**

reimbursements, bonuses, and any other reductions in net price, whether paid or accrued, delivered to your U.S. receiving point.

**Shipments**--Shipments of products produced in or imported by your U.S. establishment(s). Include shipments to the contracting firm of product produced by your firm under a toll agreement.

**Shipment quantities**--Quantities reported should be net of returns.

**Shipment values**--Values reported should be net values (i.e., gross sales values less the value of returned goods and all discounts, allowances, rebates, prepaid freight, incentives, reimbursements, bonuses, and any other reductions in net price, whether paid or accrued), f.o.b. your U.S. point of shipment. The value of domestic shipments to the contracting firm under a toll agreement is the conversion fee (including profit).

### **Types of shipments:**

**U.S. shipments**--Commercial shipments, internal consumption, and transfers to related firms within the United States.

**Commercial shipments**--Shipments, other than internal consumption and transfers to related firms, within the United States.

**Internal consumption**--Product consumed internally by your firm.

**Transfers to related firms**--Shipments made to related domestic firms.

**Export shipments**--Shipments to destinations outside the United States, including shipments to related firms.

**Inventories**--Finished goods inventory, not raw materials or work-in-progress.

**The following definitions apply only to the PRODUCER QUESTIONNAIRE.**

**Average production capacity**--The level of production that your establishment(s) could reasonably have expected to attain during the specified periods. Assume normal operating conditions (i.e., using equipment and machinery in place and ready to operate; normal operating levels (hours per week/weeks per year) and time for downtime, maintenance, repair, and cleanup; and a typical or representative product mix).

## **GENERAL INFORMATION, INSTRUCTIONS, AND DEFINITIONS--Continued**

### **DEFINITIONS--Continued**

**Toll agreement.**--Agreement between two firms whereby the first firm furnishes the raw materials and the second firm uses the raw materials to produce a product that it then returns to the first firm with a charge for processing costs, overhead, etc.

**Production.**--All production in your U.S. establishment(s), including production consumed internally within your firm and production for another firm under a toll agreement.

**PRWs.**--Production and related workers, including working supervisors and all nonsupervisory workers (including group leaders and trainees) engaged in fabricating, processing, assembling, inspecting, receiving, storage, handling, packing, warehousing, shipping, trucking, hauling, maintenance, repair, janitorial and guard services, product development, auxiliary production for plant's own use (e.g., power plant), recordkeeping, and other services closely associated with the above production operations.

**Average number employed.**--Add the number of employees, both full-time and part-time, for the 12 pay periods ending closest to the 15th of the month and divide that total by 12. For the January-September periods, calculate similarly and divide by 9.

**Hours worked.**--Include time paid for sick leave, holidays, and vacation time. Include overtime hours actually worked; do not convert overtime pay to its equivalent in straight-time hours.

**Wages paid.**--Total wages paid before deductions of any kind (e.g., withholding taxes, old-age and unemployment insurance, group insurance, union dues, bonds, etc.). Include wages paid directly by your firm for overtime, holidays, vacations, and sick leave.

**Fiscal year.**--The 12-month period between settlement of your firm's financial accounts.

**Purchases other than direct imports.**--Purchases from U.S. producers, U.S. importers, and other U.S. sources.

**PRODUCERS' QUESTIONNAIRE**  
**OUTBOARD ENGINES FROM JAPAN**

*Return completed questionnaire to:*

**UNITED STATES INTERNATIONAL TRADE COMMISSION**  
Office of Investigations, Room 615  
500 E Street, SW, Washington, DC 20436

**So as to be received by the Commission by no later than October 28, 2004**

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigation concerning outboard engines from Japan (inv. No. 731-TA-1069 (Final)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

Name of firm \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip code \_\_\_\_\_

World Wide Web address \_\_\_\_\_

Has your firm produced **outboard engines** (as defined in the instruction booklet) at any time since January 1, 2001?

☐

**NO** (Sign the certification below and promptly return only this page of the questionnaire to the Commission)

☐

**YES** (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

**CERTIFICATION**

*I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.*

*By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this investigation in any other import-injury investigations conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)*

*I acknowledge that information submitted in this questionnaire response and throughout this investigation may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this investigation or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.*

\_\_\_\_\_  
*Name and Title of Authorized Official*

\_\_\_\_\_  
*Date*

\_\_\_\_\_  
*Signature of Authorized Official*

( )  
\_\_\_\_\_  
*Phone*

( )  
\_\_\_\_\_  
*Fax*

**PART I.--GENERAL QUESTIONS**

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 40 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

- I-1. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

\_\_\_\_\_ hours                      \_\_\_\_\_ dollars

- I-2. Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

---

---

- I-3. Do you support or oppose the petition? Please explain.

☐ Support      ☐ Oppose      ☐ Take no position

---

As indicated at the top of the page, your response to this question will be treated as business proprietary. However, if the Commission's final determination in the investigation is affirmative and an antidumping duty order is issued, the Commission, pursuant to section 754 of the Tariff Act of 1930, The Continued Dumping and Subsidy Offset Act (also known as the "Byrd Amendment") will provide a list of firms supporting the petition to the Customs Service for possible distribution of any antidumping duties that may be collected. If you wish to waive business proprietary treatment of your response to this question in order to make your position with respect to the petition public and allow inclusion of your firm on that list, indicate "yes" below.

☐ Yes                      ☐ No (that is, I do not wish my position on the petition to be made public)

**NOTE.--Unless otherwise stated, references to "outboard engines" in this questionnaire include both complete outboard engines and powerheads.**

**PART I.--GENERAL QUESTIONS--Continued**

I-4. Please provide the following information regarding your firm's corporate/legal structure.

a) Is your firm owned, in whole or in part, by any other firm?

☐ No ☐ Yes--List the following information.

Firm name	Address	Extent of ownership	Date

b) Does your firm have any related firms, either domestic or foreign, which are engaged in importing outboard engines from Japan into the United States or which are engaged in exporting these products from Japan to the United States?

☐ No ☐ Yes--List the following information.

Firm name	Address	Extent of ownership/ affiliation	Date of ownership/ affiliation

c) Does your firm own or have any related U.S. firms which are engaged in manufacturing boats that use outboard engines (use additional pages as necessary)?

☐ No ☐ Yes--List the following information.

Firm name	Address	Extent of ownership/ affiliation	Date of ownership/ affiliation

d) Does your firm or any affiliated firm produce, have the capability to produce, or have any plans to produce outboard engines in other countries?

☐ No ☐ Yes--Please provide the following information, using additional pages as necessary:

Country	Firm name	Production start date		Affiliation/level of investment	Outboard engines produced in 2003 (Quantity)
		Actual	Planned		

**PART I.--GENERAL QUESTIONS--Continued**

- I-4. e) Please describe any significant changes in the above corporate/legal structure since January 1, 2001 (use additional pages as necessary).

---

---

---

---

- I-5. Does your firm have a co-production agreement(s) (e.g., a Mutual Development Agreement) with a non-related foreign manufacturer/exporter regarding outboard engines?

☐ No      ☐ Yes--Please describe the main provisions of the agreement(s), using additional pages as necessary. In addition, please submit a copy of the agreement(s) with your questionnaire response.

---

---

---

---

**PART II.--TRADE AND RELATED INFORMATION**

Further information on this part of the questionnaire can be obtained from Olympia Hand (olympia.hand@usitc.gov or 202-205-3182). **Supply all data requested on a calendar-year basis.**

- II-1. Who should be contacted regarding the requested trade and related information?

Company contact: \_\_\_\_\_  
Name and title  
\_\_\_\_\_  
Phone No. \_\_\_\_\_ E-mail address \_\_\_\_\_

- II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or shutdowns because of outages, strikes, or equipment failure; curtailment of production because of shortages of materials; or any other intracompany changes that have adversely impacted the production quantity or quality of the subject products since January 1, 2001?

☐ No      ☐ Yes--Supply details as to the time, nature, and significance of such changes.

---

---

---

**PART II.--TRADE AND RELATED INFORMATION--Continued**

- II-3. Does your firm produce other products on the same equipment and machinery used to produce outboard engines?

☐ No ☐ Yes--List the following information.

Basis for allocation of capacity data (e.g., sales): \_\_\_\_\_

Products produced on same equipment and share of total production in 2003 (in percent):

<u>Product</u>	<u>Percent</u>	<u>Product</u>	<u>Percent</u>
<u>Outboard engines</u>	_____	_____	_____
_____	_____	_____	_____

- II-4. Please describe the constraint(s) that set the limit(s) on your production capabilities, by type of fuel system. Use additional pages as necessary.

\_\_\_\_\_  
\_\_\_\_\_

- II-5. Does your firm produce other products using the same production and related workers employed to produce outboard engines?

☐ No ☐ Yes--List the following information.

Basis for allocation of employment data (e.g., sales): \_\_\_\_\_

Products produced using the same workers and share of total production in 2003 (in percent):

<u>Product</u>	<u>Percent</u>	<u>Product</u>	<u>Percent</u>
<u>Outboard engines</u>	_____	_____	_____
_____	_____	_____	_____

- II-6. Since January 1, 2001, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of outboard engines?

☐ No ☐ Yes--Name firm: \_\_\_\_\_

- II-7. Does your firm produce outboard engines in a foreign trade zone (FTZ)?

☐ No ☐ Yes--Identify FTZ(s): \_\_\_\_\_

- II-8. Since January 1, 2001, has your firm imported outboard engines?

☐ No ☐ Yes--**COMPLETE AND RETURN THE ENCLOSED IMPORTERS' QUESTIONNAIRE**



**PART II.--TRADE AND RELATED INFORMATION--Continued**

II-9. Are there any types of outboard engines that your firm does not produce in the United States and must be imported from foreign sources?

☐ No ☐ Yes-- Please provide the following information using additional pages as necessary:

Powerheads			Complete outboard engines		
Horsepower	Fuel system	Source	Horsepower	Fuel system	Source

II-10. Please identify the outboard engine types (i.e., fuel system and HP) that your firm produced in the United States, and indicate the source of the powerhead incorporated into the complete outboard engine. CHECK ALL THAT APPLY. Use additional pages as necessary. On a separate sheet, please describe product developments that have occurred since January 1, 2001 and changes in sourcing of powerheads during the period, including time period involved.

Model year	Horse power	2-stroke, carbureted		2-stroke, EFI		2-stroke, direct injection		4-stroke, carbureted		4-stroke, EFI	
		U.S. power head	Imported power head	U.S. power head	Imported power head	U.S. power head	Imported power head	U.S. power head	Imported power head	U.S. power head	Imported powerhead

II-11. Please provide a discussion of the technical expertise involved in your firms' U.S. production-related activities, by subassembly (e.g., powerhead, midsection, gear case, and overall assembly). In particular, please discuss the technical expertise involved in incorporating a powerhead into a complete outboard engine. Use additional pages as necessary.

---



---



---



---

II.12. Please report your firm's order book sales (quantity in units) of **complete outboard engines** for orders accepted but not shipped as of the end of each quarter as follows:

II-13. Since January 1, 2001, has your firm placed customers on allocations of **complete outboard engines** produced in your U.S. establishments?

[illegible]

**PART II.--TRADE AND RELATED INFORMATION--Continued**

- II-14. **CAPACITY, PRODUCTION, AND EMPLOYMENT**.--Report your firm's production capacity, production, shipments, and inventories related to the production of **powerheads and complete outboard engines**, in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

Item	Calendar years			January-September	
	2001	2002	2003	2003	2004
<b>POWERHEADS:</b>					
<b>Average production capacity<sup>1</sup></b> ( <i>quantity in units</i> )					
<b>Production</b> ( <i>quantity in units</i> ): 2-stroke, carbureted					
2-stroke, EFI					
2-stroke, direct injection					
4-stroke, carbureted					
4-stroke, EFI					
Total					
<b>Average number of production &amp; related workers (PRWs)</b>					
<b>Hours worked by PRWs</b> (1,000 hours)					
<b>Wages paid to PRWs</b> (\$1,000)					
<b>COMPLETE OUTBOARD ENGINES:</b>					
<b>Average production capacity<sup>2</sup></b> ( <i>quantity in units</i> )					
<b>Production</b> ( <i>quantity in units</i> ): 2-stroke, carbureted					
2-stroke, EFI					
2-stroke, direct injection					
4-stroke, carbureted					
4-stroke, EFI					
Total					
<b>Average number of production &amp; related workers (PRWs)</b>					
<b>Hours worked by PRWs</b> (1,000 hours)					
<b>Wages paid to PRWs</b> (\$1,000)					
<sup>1</sup> The production capacity reported is based on operating _____ hours per week, _____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary).					
<sup>2</sup> The production capacity reported is based on operating _____ hours per week, _____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary).					

**PART II.--TRADE AND RELATED INFORMATION--Continued**

II-15. **PRODUCTION, SHIPMENTS, AND INVENTORIES--POWERHEADS.**-- Report your firm's production, shipments and inventories related to the production of **powerheads** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

<b>(Quantity in units, value in \$1,000)</b>					
<b>Item</b>	<b>Calendar years</b>			<b>January-September</b>	
	<b>2001</b>	<b>2002</b>	<b>2003</b>	<b>2003</b>	<b>2004</b>
<b>BEGINNING-OF-PERIOD INVENTORIES</b> ( <i>quantity</i> )					
<b>PRODUCTION</b> ( <i>quantity</i> )					
<b>U.S. SHIPMENTS:</b>					
<b>Commercial shipments:</b>					
<i>Quantity</i>					
<i>Value</i>					
<b>Internal consumption for the production of outboard engines:</b>					
<i>Quantity</i>					
<i>Value</i> <sup>1</sup>					
<b>Other internal consumption:</b>					
<i>Quantity</i>					
<i>Value</i> <sup>1</sup>					
<b>Transfers to related firms:<sup>2</sup></b>					
<i>Quantity</i>					
<i>Value</i> <sup>1</sup>					
<b>EXPORT SHIPMENTS:<sup>3</sup></b>					
Transfers to related firms:					
<i>Quantity</i>					
<i>Value</i>					
Other export shipments:					
<i>Quantity</i>					
<i>Value</i>					
<b>END-OF-PERIOD INVENTORIES<sup>4</sup></b> ( <i>quantity</i> )					
<p><sup>1</sup> Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2001, 2002, and 2003:</p> <p><sup>2</sup> Please identify the firms associated, indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also purchased powerheads from sources other than your firm. Use additional pages as necessary.</p> <p><sup>3</sup> Identify your principal export markets: _____</p> <p><sup>4</sup> <b>Reconciliation of data.</b>--Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?</p> <p><input type="checkbox"/> Yes    <input type="checkbox"/> No--Please explain: _____</p>					

**PART II.--TRADE AND RELATED INFORMATION--Continued**

**II-16. PRODUCTION, SHIPMENTS, AND INVENTORIES--COMPLETE ENGINES.--** Report your firm's production, shipments and inventories related to the production of **complete outboard engines** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.) **Report separately for complete outboard engines produced using (a) U.S.-produced powerheads and (b) imported powerheads, photocopying this page as necessary.**

☐ U.S.-produced powerheads      ☐ Imported powerheads<sup>1</sup>

<i>(Quantity in units, value in \$1,000)</i>					
Item	Calendar years			January-September	
	2001	2002	2003	2003	2004
<b>BEGINNING-OF-PERIOD INVENTORIES</b> <i>(quantity)</i>					
<b>PRODUCTION</b> <i>(quantity)</i>					
<b>U.S. SHIPMENTS:</b>					
<b>Commercial shipments:</b>					
<i>Quantity</i>					
<i>Value</i>					
<b>Transfers to related firms:<sup>3</sup></b>					
<i>Quantity</i>					
<i>Value<sup>2</sup></i>					
<b>EXPORT SHIPMENTS:<sup>4</sup></b>					
Transfers to related firms:					
<i>Quantity</i>					
<i>Value</i>					
Other export shipments:					
<i>Quantity</i>					
<i>Value</i>					
<b>END-OF-PERIOD INVENTORIES<sup>5</sup></b> <i>(quantity)</i>					
<sup>1</sup> Identify the source(s): _____ <sup>2</sup> Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2001, 2002, and 2003: _____ <sup>3</sup> Please identify the firms associated, indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also purchased complete outboard engines from sources other than your firm. Use additional pages as necessary. _____  <sup>4</sup> Identify your principal export markets: _____ <sup>5</sup> <b>Reconciliation of data.</b> --Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____ In addition, the production from foreign-sourced powerheads should reconcile with your reported purchases of foreign-sourced powerheads at question II-21 of this questionnaire and/or your direct imports of powerheads reported at question II-7 of the importer's questionnaire. If the data do not reconcile, please explain the discrepancy. _____					

**PART II.--TRADE AND RELATED INFORMATION--Continued**

II-17. **WARRANTY CLAIMS/REPLACEMENTS/RECALLS.**--Report the following information for powerheads and complete outboard engines produced in your U.S. establishment(s) during the specified periods, by fuel system technology.

**POWERHEADS**

<i>(Quantity in units, value in \$1,000)</i>					
Item	Calendar years			Jan.-Sept.	
	2001	2002	2003	2003	2004
<b>2-stroke, direct injection:</b>					
Warranty claims made-- Number					
Quantity of powerheads					
Warranty claims paid-- Number					
Quantity of powerheads					
Value <sup>1</sup>					
Recalls-- Number					
Quantity of powerheads					
Value					
<b>2-stroke, other:</b>					
Warranty claims made-- Number					
Quantity of powerheads					
Warranty claims paid-- Number					
Quantity of powerheads					
Value <sup>1</sup>					
Recalls-- Number					
Quantity of powerheads					
Value					
<b>4-stroke:</b>					
Warranty claims made-- Number					
Quantity of powerheads					
Warranty claims paid-- Number					
Quantity of powerheads					
Value <sup>1</sup>					
Recalls-- Number					
Quantity of powerheads					
Value					

--Continued on next page.

**PART II.--TRADE AND RELATED INFORMATION--Continued**

**II-17. WARRANTY CLAIMS/REPLACEMENTS/RECALLS.--Continued.**

**COMPLETE OUTBOARD ENGINES**

<i>(Quantity in units, value in \$1,000)</i>										
Item	With U.S.-produced powerheads					With imported powerheads				
	Calendar years			Jan.-Sept.		Calendar years			Jan.-Sept.	
	2001	2002	2003	2003	2004	2001	2002	2003	2003	2004
<b>2-stroke, DI:</b> Warranty claims- Number										
Quantity										
Warranty claims paid-- Number										
Quantity										
Value <sup>1</sup>										
Recalls-- Number										
Quantity										
Value										
<b>2-stroke, other:</b> Warranty claims- Number										
Quantity										
Warranty claims paid-- Number										
Quantity										
Value <sup>1</sup>										
Recalls-- Number										
Quantity										
Value										
<b>4-stroke:</b> Warranty claims- Number										
Quantity										
Warranty claims paid-- Number										
Quantity										
Value <sup>1</sup>										
Recalls-- Number										
Quantity										
Value										

<sup>1</sup> Warranty/replacement shipments should be valued at fair market value.

**PART II.--TRADE AND RELATED INFORMATION--Continued**

II-18. **U.S. SHIPMENTS, BY TYPES.**-- Report your firm's U.S. shipments (commercial shipments and transfers to related firms) of **complete outboard engines** produced in your U.S. establishment(s) during the specified periods. **Report each horsepower separately by fuel system, using additional pages as necessary.**

**OEMs (boat builders)**

<i>(Quantity in units, value in \$1,000)</i>										
Item	Related OEMs					Unrelated OEMs				
	Calendar years			Jan.-Sept.		Calendar years			Jan.-Sept.	
	2001	2002	2003	2003	2004	2001	2002	2003	2003	2004
<b>2-stroke, carbureted:</b>										
HP: _____										
Quantity										
Value										
HP: _____										
Quantity										
Value										
Subtotal										
Quantity										
Value										
Number of customers										
<b>2-stroke, EFI:</b>										
HP: _____										
Quantity										
Value										
HP: _____										
Quantity										
Value										
Subtotal										
Quantity										
Value										
Number of customers										
<b>2-stroke, direct injection:</b>										
HP: _____										
Quantity										
Value										
HP: _____										
Quantity										
Value										
Subtotal										
Quantity										
Value										
Number of customers										

—Continued on next page.



**PART II.--TRADE AND RELATED INFORMATION--Continued**

II-18. **U.S. SHIPMENTS, BY TYPES.**—Continued.

**OEMs (boat builders)—Continued**

<i>(Quantity in units, value in \$1,000)</i>										
Item	Related OEMs					Unrelated OEMs				
	Calendar years			Jan.-Sept.		Calendar years			Jan.-Sept.	
	2001	2002	2003	2003	2004	2001	2002	2003	2003	2004
<b>4-stroke, carbureted:</b>										
HP: _____										
Quantity _____										
Value _____										
HP: _____										
Quantity _____										
Value _____										
<b>Subtotal</b>										
Quantity _____										
Value _____										
<b>Number of customers</b>										
<b>4-stroke, EFI:</b>										
HP: _____										
Quantity _____										
Value _____										
HP: _____										
Quantity _____										
Value _____										
<b>Subtotal</b>										
Quantity _____										
Value _____										
<b>Number of customers</b>										
<b>Subtotal, OEMs:</b>										
Quantity _____										
Value _____										
<b>Number of customers</b>										

—Continued on next page.

**PART II.--TRADE AND RELATED INFORMATION--Continued**

II-18. **U.S. SHIPMENTS, BY TYPES.**—Continued.

**DEALERS**

<i>(Quantity in units, value in \$1,000)</i>										
Item	Related dealers					Unrelated dealers				
	Calendar years			Jan.-Sept.		Calendar years			Jan.-Sept.	
	2001	2002	2003	2003	2004	2001	2002	2003	2003	2004
<b>2-stroke, carbureted:</b>										
HP: _____										
Quantity _____										
Value _____										
HP: _____										
Quantity _____										
Value _____										
<b>Subtotal</b>										
Quantity _____										
Value _____										
<b>Number of customers</b>										
<b>2-stroke, EFI:</b>										
HP: _____										
Quantity _____										
Value _____										
HP: _____										
Quantity _____										
Value _____										
<b>Subtotal</b>										
Quantity _____										
Value _____										
<b>Number of customers</b>										
<b>2-stroke, direct injection:</b>										
HP: _____										
Quantity _____										
Value _____										
HP: _____										
Quantity _____										
Value _____										
<b>Subtotal</b>										
Quantity _____										
Value _____										
<b>Number of customers</b>										

—Continued on next page.

**PART II.--TRADE AND RELATED INFORMATION--Continued****II-18. U.S. SHIPMENTS, BY TYPES--Continued.****DEALERS--Continued**

(Quantity in units, value in \$1,000)										
Item	Related dealers					Unrelated dealers				
	Calendar years			Jan.-Sept.		Calendar years			Jan.-Sept.	
	2001	2002	2003	2003	2004	2001	2002	2003	2003	2004
<b>4-stroke, carbureted:</b>										
HP: _____										
Quantity _____										
Value _____										
HP: _____										
Quantity _____										
Value _____										
<b>Subtotal</b>										
Quantity _____										
Value _____										
<b>Number of customers</b>										
<b>4-stroke, EFI:</b>										
HP: _____										
Quantity _____										
Value _____										
HP: _____										
Quantity _____										
Value _____										
<b>Subtotal</b>										
Quantity _____										
Value _____										
<b>Number of customers</b>										
<b>Subtotal, dealers:<sup>1</sup></b>										
Quantity _____										
Value _____										
<b>Number of customers</b>										

<sup>1</sup> Please report U.S. shipments to independent buying groups included in shipments to unrelated dealers:

	<u>2001</u>	<u>2002</u>	<u>2003</u>	<u>January-September</u> <u>2003</u>	<u>2004</u>
Quantity . . . . .	_____	_____	_____	_____	_____
Value (\$1,000) . . . . .	_____	_____	_____	_____	_____

NOTE.--The U.S. shipments (commercial shipments and transfers to related firms) reported above should reconcile with your reported U.S. shipments in question II-16 of this questionnaire. If the data do not reconcile, please explain the discrepancy:

\_\_\_\_\_

**PART II.--TRADE AND RELATED INFORMATION--Continued**

II-19. **PURCHASES.**--Other than direct imports, has your firm otherwise purchased **powerheads or complete outboard engines**, since January 1, 2001? (See definitions in the instruction booklet.)

☐ No

☐ Yes--Report such purchases below for the specified periods.<sup>1</sup>

<i>(Quantity in units, value in \$1,000)</i>					
Item	Calendar years			January-September	
	2001	2002	2003	2003	2004
<b>POWERHEADS:</b> Purchases from U.S. importers <sup>2</sup> of product from-- <b>JAPAN:</b> <i>Quantity</i>					
<i>Value</i>					
<b>ALL OTHER COUNTRIES:</b> <i>Quantity</i>					
<i>Value</i>					
<b>Purchases from domestic producers:<sup>2</sup></b> <i>Quantity</i>					
<i>Value</i>					
<b>Purchases from other sources:<sup>2</sup></b> <i>Quantity</i>					
<i>Value</i>					
<b>COMPLETE ENGINES:</b> Purchases from U.S. importers <sup>2</sup> of product from-- <b>JAPAN:</b> <i>Quantity</i>					
<i>Value</i>					
<b>ALL OTHER COUNTRIES:</b> <i>Quantity</i>					
<i>Value</i>					
<b>Purchases from domestic producers:<sup>2</sup></b> <i>Quantity</i>					
<i>Value</i>					
<b>Purchases from other sources:<sup>2</sup></b> <i>Quantity</i>					
<i>Value</i>					
<sup>1</sup> Please indicate your reasons for purchasing these products. If your reasons differ by source, please elaborate. <hr/> <hr/>					
<sup>2</sup> Please list the name of the firm(s) from which you purchased these products. If your suppliers differ by source, please identify the source for each listed supplier. <hr/> <hr/>					

**PART III.--FINANCIAL INFORMATION**

Address questions on this part of the questionnaire to Charles Yost (202-205-3432 or charles.yost@usitc.gov).

III-1. Identify the individual who prepared or has knowledge of the requested financial information.

Company contact: \_\_\_\_\_  
Name and title \_\_\_\_\_  
Phone No. \_\_\_\_\_ Fax No. \_\_\_\_\_  
E-mail address \_\_\_\_\_

III-2. Briefly describe your financial accounting system.

- A. When does your fiscal year end (month and day)? \_\_\_\_\_  
If your fiscal year changed during the period examined, explain below: \_\_\_\_\_
- B.1. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include subject merchandise: \_\_\_\_\_
2. Does your firm prepare profit/loss statements for the subject merchandise: Yes \_\_\_ No \_\_\_
3. How often did your firm (or parent company) prepare financial statements (including annual reports, 10Ks)? Please check relevant items below.  
Audited \_\_\_ unaudited \_\_\_ annual reports \_\_\_ 10Ks \_\_\_ 10Qs \_\_\_  
Monthly \_\_\_ quarterly \_\_\_ semi-annually \_\_\_ annually \_\_\_
4. Accounting basis: GAAP \_\_\_ cash \_\_\_ tax \_\_\_ other comprehensive (specify) \_\_\_\_\_

*Note: The Commission may request that your company submit copies of its financial statements, including internal profit-and-loss statements for the division or product group that includes **outboard engines**, as well as those statements and worksheets used to compile data for your firm's questionnaire response.*

III-3. Briefly describe your cost accounting system (e.g., standard cost, job order cost, etc.).

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

III-4. Briefly describe your allocation basis, if any, for COGS, SG&A, and interest expense and other income and expenses.

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**PART III.--FINANCIAL INFORMATION--Continued**

- III-5. If your firm receives inputs (raw materials, labor, energy, or any other services) used in the production of outboard engines from any related companies, describe the nature of the affiliation and the extent of control these related firms have on your firm and the extent of control your firm has on these related firms.

---

---

---

- III-6. When your firm's financial statements are prepared, are they consolidated with the financial statements of any of the related companies in question III-5 above? (In other words, are any profits or losses arising from intercompany transactions eliminated?)

☐ No ☐ Yes--Complete question III-7 below.

- III-7. Identify the inputs, if any, your firm receives from related parties whose financial statements are consolidated with the financial statements of your firm, in the production of outboard engines. For each input item, provide the name of the related party and the basis for the transfer price (i.e., cost, cost plus, market).

<u>Input</u>	<u>Related Party</u>	<u>Transfer Price Basis</u>
<hr/>	<hr/>	<hr/>
<hr/>	<hr/>	<hr/>
<hr/>	<hr/>	<hr/>
<hr/>	<hr/>	<hr/>
<hr/>	<hr/>	<hr/>

- III-8. Other products.--Please list any other products you produced in the facilities in which you produced outboard engines, and provide the share of net sales value accounted for by these other products in your most recent fiscal year:

<b>Product(s)</b>	<b>Share of sales value</b>
<hr/>	<hr/>
<hr/>	<hr/>
<hr/>	<hr/>

**PART III.--FINANCIAL INFORMATION--Continued**

III-9-A. Operations on complete outboard engines.—Consolidate and report the revenue and related cost information requested below on the outboard engine operations of your U.S. establishment(s).<sup>1</sup> Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Do ***not*** include in these data the quantity, value, or costs (including SG&A costs) of purchased complete outboard engines that your firm resells. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods. See instructions booklet for definitions.

<b>(Quantity in units, value in \$1,000)</b>					
<b>Item</b>	<b>Fiscal years ended--</b>			<b>January-September</b>	
	_____	_____	_____	<b>2003</b>	<b>2004</b>
<b>Net sales quantities:<sup>2</sup></b>					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
<b>Net sales values:<sup>2</sup></b>					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values					
<b>Cost of goods sold (including internal consumption and transfers to related firms):</b>					
Powerheads:					
Domestically produced					
Imported					
All other raw materials and parts					
Direct labor					
Other factory costs					
Total cost of goods sold					
<b>Gross profit or (loss)</b>					
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
<b>Operating income or (loss)</b>					
<b>Other income and expenses:</b>					
Interest expense					
All other expense items					
All other income items					
All other income or expenses, net					
<b>Net income or (loss) before income taxes</b>					
<b>Depreciation/amortization included above</b>					

<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.

<sup>2</sup> Less discounts, returns, allowances (see instruction booklet for a list of discounts, rebates, incentives, and promotional reductions), and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.

**PART III.--FINANCIAL INFORMATION--Continued**

III-9-B. Operations on complete outboard engines--Discounts/allowances,etc.--Report below all of the discounts, allowances, rebates, prepaid freight, incentives, reimbursements, bonuses, payments, and other reductions in sales value reflected in section III-9-A. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods. See instructions booklet for definitions.

(Quantity in units, value in \$1,000)					
Item	Fiscal years ended--			January-September	
	_____	_____	_____	2003	2004
Base/standard discount					
Quantity discount					
Early order discount					
Early payment discount					
Delayed payment discount					
Registration discount					
Free freight discount					
Fall order discount					
Annual order discount					
Performance rebate					
Coop accrual rebates					
Retail sales bonus					
Advance scheduling					
Warranty registration					
End-customer rebate					
Special program rebate					
Cash/free interest					
Financing discounts					
Cash grants					
Free flooring discount					
Loyalty discount					
All other discounts <sup>1</sup>					
All other rebates <sup>1</sup>					
Signing bonuses					
Market development or promotional funding					
Improvements					
All other incentives <sup>1</sup>					
<sup>1</sup> Specify these other items in an attachment.					



**PART III.--FINANCIAL INFORMATION--Continued**

III-10. **Operations on powerheads for outboard engines sold separately.**--Report the revenue and related cost information requested below on the operations producing powerheads for outboard engine of your U.S. establishment(s).<sup>1</sup> Do not include in these data the quantity, value, or costs (including selling or general and administrative costs) of powerheads that your firm purchases and resells without further processing. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods. See instructions booklet for definitions.

<b>(Quantity in units, value in \$1,000)</b>					
<b>Item</b>	<b>Fiscal years ended--</b>			<b>January-September</b>	
	_____	_____	_____	<b>2003</b>	<b>2004</b>
Net commercial sales quantities: <sup>2</sup>					
Net commercial sales values: <sup>2</sup>					
<b>Cost of goods sold:</b>					
Raw materials and parts					
Direct labor					
Other factory costs					
Total cost of goods sold					
<b>Gross profit or (loss)</b>					
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
<b>Operating income or (loss)</b>					
<b>Other income and expenses:</b>					
Interest expense					
All other expense items					
All other income items					
All other income or expenses, net					
<b>Net income or (loss) before income taxes</b>					
<b>Depreciation/amortization included above</b>					
<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. <sup>2</sup> Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.					



**PART III.--FINANCIAL INFORMATION--Continued**

III-12. Asset values.--Report the total assets associated with the production, warehousing, and sale of outboard engines. If your firm does not maintain some or all of the specific asset data in the normal course of business, please estimate it based upon some rational method (such as production, sales, or costs) that is consistent with your cost allocations in the previous question. Your finished goods inventory value should reconcile with the inventory quantity data reported in Part II. Provide data as of the end of your four most recently completed fiscal years in chronological order from left to right.

<b>(Value in \$1,000)</b>				
<b>Value of</b>	<b>Fiscal years ended--</b>			
	_____	_____	_____	_____
<b>Assets associated with the production, warehousing, and sale of product:</b>				
<b>1. Current assets:</b>				
A. Cash and equivalents				
B. Accounts receivable, net				
C. Inventories (Finished goods)				
D. Inventories (raw materials and work in process)				
E. Short-term investments				
F. Prepaid expenses				
G. Property held for resale				
H. Other (describe_____)				
I. Total current assets (lines 1.A. through 1.H.)				
<b>2. Notes receivable</b>				
<b>3. Long-term investments</b>				
<b>4. Property, plant, and equipment</b>				
A. Original cost of property, plant, and equipment				
B. Less: Accumulated depreciation				
C. Equals: Book value of property, plant, and equipment				
<b>5. Goodwill</b>				
<b>6. Other (describe_____)</b>				
<b>7. Other (describe_____)</b>				
<b>8. Total assets</b> (lines 1.I., 2, 3, 4.C., 5, 6, and 7)				

**PART III.--FINANCIAL INFORMATION--Continued**

III-13. Capital expenditures, research and development expenditures, and asset values.--Report your firm's capital expenditures and research and development expenditures on outboard engines. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

<b>(Value in \$1,000)</b>					
<b>Item</b>	<b>Fiscal years ended--</b>			<b>January-September</b>	
	_____	_____	_____	<b>2003</b>	<b>2004</b>
<b>Capital expenditures:</b>					
Powerheads					
Other outboard engine components					
Total					
<b>Research and development expenditures:</b>					
Powerheads					
Other outboard engine components					
Total					

III-14. Since January 1, 2001, has your firm experienced any actual negative effects on its return on investment or its growth, investment, ability to raise capital, existing development and production efforts (including efforts to develop a derivative or more advanced version of the product), or the scale of capital investments as a result of imports of outboard engines from Japan?

☐ No      ☐ Yes--My firm has experienced actual negative effects as follows:

Cancellation, postponement, or rejection of expansion projects ☐

Denial or rejection of investment proposal ☐

Reduction in the size of capital investments ☐

Rejection of bank loans ☐

Lowering of credit rating ☐

Problem related to the issue of stocks or bonds ☐

Other (specify) \_\_\_\_\_

III-15. Does your firm anticipate any negative impact of imports of outboard engines from Japan?

☐ No      ☐ Yes--My firm anticipates negative effects as follows:

---



---



---

**PART IV.--PRICING AND RELATED INFORMATION**

Further information on this part of the questionnaire can be obtained from James Fetzer (202-708-5403).

IV-1. Who should be contacted regarding the requested pricing and related information?

Company contact: \_\_\_\_\_  
Name and title

\_\_\_\_\_  
Phone No. E-mail address

**Section IV-A.--PRICE DATA**

This section requests quarterly price and quantity data concerning your firm's U.S. commercial shipments to unrelated U.S. customers of the following products during January 2001-September 2003:

**Product 1.**—Carbureted 2-stroke, 9.9 horsepower, 15" shaft length, electric start, steering connector kit, power trim, oil injection.

**Product 2.**—Carbureted 2-stroke, 90 horsepower, 20" shaft length, electric start, steering connector kit, power trim, oil injection.

**Product 3.**—Carbureted 2-stroke V-6, 150 horsepower, 20" shaft length, electric start, steering connector kit, power trim, oil injection.

**Product 4.**—Direct fuel injection 2-stroke V-6, 150 horsepower, 20" shaft length, electric start, steering connector kit, power trim, oil injection.

**Product 5.**—Direct fuel injection 2-stroke V-6, 200 horsepower, 25" shaft length, electric start, steering connector kit, power trim, oil injection, not counter-rotation.

**Product 6.**—Carbureted 4-stroke, 25 horsepower, 20" shaft length, propeller, remote fuel tank, electric start, steering connector kit, power trim.

**Product 7.**—EFI 4-stroke, 115 horsepower, 20" shaft length, electric start, steering connector kit, power trim.

Please note that total dollar values should be f.o.b., U.S. point of shipment and should not include U.S.-inland transportation costs. Gross values should be based on fixed price lists, before further discounts, rebates, etc. Net values should reflect the FINAL NET amount paid to you (i.e., should be net of all deductions for discounts or rebates) and sales to unrelated OEMs and unrelated dealers should be reported separately. Allocate price reductions from gross sales values on a sale specific basis wherever possible, including reductions that are accrued but not yet paid. To the extent that this is not possible, identify the nature of the price reduction and describe the methodology used to allocate it to the reported quarterly values. See instruction booklet.

**PART IV.--PRICING AND RELATED INFORMATION--Continued**

**Section IV-A.--PRICE DATA--Continued**

IV-A-1. **SALES TO UNRELATED OEMs--PRICE DATA.**--Complete a separate page for each of the specified products produced and sold by your firm to unrelated OEMs (original equipment manufacturers/boat builders). **COPY THIS PAGE AS NECESSARY**

Product 1 ☐ Product 2 ☐ Product 3 ☐ Product 4 ☐  
Product 5 ☐ Product 6 ☐ Product 7 ☐

(Quantity in number of engines, value in dollars)			
Period of shipment	Quantity	Gross value <sup>1</sup>	Net value <sup>2</sup>
<b>2001:</b>			
January-March			
April-June			
July-September			
October-December			
<b>2002:</b>			
January-March			
April-June			
July-September			
October-December			
<b>2003:</b>			
January-March			
April-June			
July-September			
October-December			
<b>2004:</b>			
January-March			
April-June			
July-September			
<sup>1</sup> Gross values based on the prices in the producer's fixed price lists, before discounts, rebates, etc. <sup>2</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment. <b>For each pricing product sold to dealers, attach a list of all discounts, rebates, incentives and other promotional reductions from MSRP or list price. A non-exhaustive list of examples include: base, purchase or standard discounts; volume rebates or discounts; early order discounts, special seasonal (ex. fall) stocking discounts; registration discounts; cash/free interest; co-operative advertising reimbursements, retail bonuses; special promotion rebates or discounts; performance bonuses; alliance discounts; discounts for purchases of rigging or any other required equipment purchases; any other discounts, rebates, bonuses or reductions in net price, including any special rebates or payments to parent or holding companies.</b>			

**PART IV.--PRICING AND RELATED INFORMATION--Continued**

**Section IV-A.--PRICE DATA--Continued**

IV-A-2. **SALES TO UNRELATED OEMs--DISCOUNTS/REBATES (TOTAL)**.--Report below all of the discounts, allowances, rebates, prepaid freight, incentives, reimbursements, bonuses, payments, and other potential reductions in price that you provided to unrelated OEMs in 2003. If you were not able to quantify a potential reduction in net price that was provided, please explain in an attachment.

Item	Provided to OEMs	
	Yes/No	Value (\$1,000)
Base/standard discount		
Quantity discount		
Early order discount		
Early payment discount		
Delayed payment discount		
Registration discount		
Free freight discount		
Fall order discount		
Annual order discount		
Performance rebate		
Coop accrual rebates		
Retail sales bonus		
Advance scheduling		
Warranty registration		
End-customer rebate		
Special program rebate		
Cash/free interest		
Financing discounts		
Cash grants		
Free flooring discount		
Loyalty discount		
All other discounts <sup>1</sup>		
All other rebates <sup>1</sup>		
Signing bonuses		
Market development or promotional funding		
Improvements		
All other incentives <sup>1</sup>		
Other payments/transactions not directly related to the sale of outboard engines or accessories <sup>1</sup>		
<sup>1</sup> Specify those provided in an attachment.		

**PART IV.--PRICING AND RELATED INFORMATION--Continued**

**Section IV-A.--PRICE DATA--Continued**

IV-A-3. **SALES TO UNRELATED OEMs--DISCOUNTS/REBATES (ALLOCATIONS BY PRODUCT).**--Complete a separate page for each of the specified products produced and sold by your firm to unrelated OEMs in 2003. Report below all of the potential reductions in price that value has been tied to quarterly sales and allocated accordingly for purposes of reporting quarterly values in response to Part IV-A-1. If you did not allocate the entire amount of any potential reduction to quarterly pricing values, please explain in an attachment. **COPY THIS PAGE AS NECESSARY.**

Product 1 ☐ Product 2 ☐ Product 3 ☐ Product 4 ☐ Product 5 ☐ Product 6 ☐ Product 7 ☐

Item	Allocation to quarterly pricing values	
	Yes/No	Value (\$1,000)
Base/standard discount		
Quantity discount		
Early order discount		
Early payment discount		
Delayed payment discount		
Registration discount		
Free freight discount		
Fall order discount		
Annual order discount		
Performance rebate		
Coop accrual rebates		
Retail sales bonus		
Advance scheduling		
Warranty registration		
End-customer rebate		
Special program rebate		
Cash/free interest		
Financing discounts		
Cash grants		
Free flooring discount		
Loyalty discount		
All other discounts <sup>1</sup>		
All other rebates <sup>1</sup>		
Signing bonuses		
Market development or promotional funding		
Improvements		
All other incentives <sup>1</sup>		
Other payments/transactions not directly related to the sale of outboard engines or accessories <sup>1</sup>		
<sup>1</sup> Specify those provided in an attachment.		



**PART IV.--PRICING AND RELATED INFORMATION--Continued**

**Section IV-A.--PRICE DATA--Continued**

IV-A-4. **SALES TO UNRELATED DEALERS--PRICE DATA.--** Complete a separate page for each of the specified products produced and sold by your firm to unrelated dealers. **COPY THIS PAGE AS NECESSARY.**

Product 1 ☐ Product 2 ☐ Product 3 ☐ Product 4 ☐  
Product 5 ☐ Product 6 ☐ Product 7 ☐

<i>(Quantity in number of engines, value in dollars)</i>			
Period of shipment	Quantity	Gross value <sup>1</sup>	Net value <sup>2</sup>
<b>2001:</b>			
January-March			
April-June			
July-September			
October-December			
<b>2002:</b>			
January-March			
April-June			
July-September			
October-December			
<b>2003:</b>			
January-March			
April-June			
July-September			
October-December			
<b>2004:</b>			
January-March			
April-June			
July-September			
<sup>1</sup> Gross values based on the prices in the producer's fixed price lists, before discounts, rebates, etc. <sup>2</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment. <b>For each pricing product sold to unrelated dealers, attach a list of all discounts, rebates, incentives and other promotional reductions from MSRP or list price. A non-exhaustive list of examples include: base, purchase or standard discounts; volume rebates or discounts; early order discounts, special seasonal (ex. fall) stocking discounts; registration discounts; cash/free interest; co-operative advertising reimbursements, retail bonuses; special promotion rebates or discounts; performance bonuses; alliance discounts; discounts for purchases of rigging or any other required equipment purchases; any other discounts, rebates, bonuses or reductions in net price, including any special rebates or payments to parent or holding companies.</b>			

**PART IV.--PRICING AND RELATED INFORMATION--Continued**

**Section IV-A.--PRICE DATA---Continued**

IV-A-5. **SALES TO UNRELATED DEALERS--DISCOUNTS/REBATES (TOTAL)**.--Report below all of the discounts, allowances, rebates, prepaid freight, incentives, reimbursements, bonuses, payments, and other potential reductions in price that you provided to unrelated dealers in 2003. If you were not able to quantify a potential reduction in net price that was provided, please explain in an attachment.

Item	Provided to dealers	
	Yes/No	Value (\$1,000)
Base/standard discount		
Quantity discount		
Early order discount		
Early payment discount		
Delayed payment discount		
Registration discount		
Free freight discount		
Fall order discount		
Annual order discount		
Performance rebate		
Coop accrual rebates		
Retail sales bonus		
Advance scheduling		
Warranty registration		
End-customer rebate		
Special program rebate		
Cash/free interest		
Financing discounts		
Cash grants		
Free flooring discount		
Loyalty discount		
All other discounts <sup>1</sup>		
All other rebates <sup>1</sup>		
Signing bonuses		
Market development or promotional funding		
Improvements		
All other incentives <sup>1</sup>		
Other payments/transactions not directly related to the sale of outboard engines or accessories <sup>1</sup>		
<sup>1</sup> Specify those provided in an attachment.		

**PART IV.--PRICING AND RELATED INFORMATION--Continued****Section IV-A.--PRICE DATA--Continued**

IV-A-6. **SALES TO UNRELATED DEALERS--DISCOUNTS/REBATES (ALLOCATIONS BY PRODUCT)**. Complete a separate page for each of the specified products produced and sold by your firm to unrelated dealers in 2003. Report below all of the potential reductions in price that value has been tied to quarterly sales and allocated accordingly for purposes of reporting quarterly values in response to Section IV-A-4. If you did not allocate the entire amount of any potential reduction to quarterly pricing values, please explain in an attachment. **COPY THIS PAGE AS NECESSARY.**

Product 1 ☐ Product 2 ☐ Product 3 ☐ Product 4 ☐ Product 5 ☐ Product 6 ☐ Product 7 ☐

Item	Allocation to quarterly pricing values	
	Yes/No	Value (\$1,000)
Base/standard discount		
Quantity discount		
Early order discount		
Early payment discount		
Delayed payment discount		
Registration discount		
Free freight discount		
Fall order discount		
Annual order discount		
Performance rebate		
Coop accrual rebates		
Retail sales bonus		
Advance scheduling		
Warranty registration		
End-customer rebate		
Special program rebate		
Cash/free interest		
Financing discounts		
Cash grants		
Free flooring discount		
Loyalty discount		
All other discounts <sup>1</sup>		
All other rebates <sup>1</sup>		
Signing bonuses		
Market development or promotional funding		
Improvements		
All other incentives <sup>1</sup>		
Other payments/transactions not directly related to the sale of outboard engines or accessories <sup>1</sup>		
<sup>1</sup> Specify those provided in an attachment.		

**PART IV.--PRICING AND RELATED INFORMATION--Continued****Section IV-B.--PRICE-RELATED QUESTIONS**

IV-B-1. Please describe how your firm determines the prices that it charges for sales of outboard engines (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a price list for each model year covering the period from January 2001 through September 2004. Please include all programs of discounts off of these price lists (for both OEMs and dealers, related and unrelated) for each model year. (You need not resubmit price lists and programs submitted in the preliminary investigation.)

---



---

IV-B-2. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

---



---

IV-B-3. What are your firm's typical sales terms for its U.S.-produced outboard engines (e.g., 2/10 net 30 days)? \_\_\_\_\_. On what basis are your prices of domestic outboard engines usually quoted (e.g., f.o.b. warehouse, or delivered)? \_\_\_\_\_

IV-B-4. Approximately what share of your firm's sales of its U.S.-produced outboard engines in 2003 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

Type of sale	Share of sales (percent, based on value)
Long-term contracts	
Short-term contracts	
Spot sales	

IV-B-5. If you sell on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

a) What is the average duration of a contract? \_\_\_\_\_

b) Can prices or the amount of discounts above the standard discount, be renegotiated during the contract period? \_\_\_\_\_

c) Does the contract fix quantity, price, or both? \_\_\_\_\_

d) Does the contract have a meet or release provision? \_\_\_\_\_

e) Please attach a description of the negotiation process for each long-term contract that your firm sought and/or had in effect during the model years 2001 to 2005.

**PART IV.--PRICING AND RELATED INFORMATION--Continued****Section IV-B.--PRICE-RELATED QUESTIONS**

IV-B-6. If you sell on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

- a) What is the average duration of a contract? \_\_\_\_\_
- b) Can prices be renegotiated during the contract period? \_\_\_\_\_
- c) Does the contract fix quantity, price, or both? \_\_\_\_\_
- d) Does the contract have a meet or release provision? \_\_\_\_\_
- e) Please attach a description of the negotiation process for each short-term contract that your firm sought for the most recent model year (2005).

IV-B-7. What is the average lead time between a customer's order and the date of delivery for your firm's sales of your U.S.-produced outboard engines?

Source	Share of 2003 sales (percent, based on value)	Lead time
From inventory		
Produced to order		
<b>Total</b>	<b>100%</b>	

IV-B-8. a) What is the approximate percentage of the total delivered cost of outboard engines that is accounted for by U.S. inland transportation costs? \_\_\_\_\_ percent.

b) Who generally arranges the transportation to your customers' locations? Your firm \_\_\_\_\_ or purchaser \_\_\_\_\_ (check one).

c) What proportion of your sales occur within 100 miles of your storage or production facility? \_\_\_\_\_ percent. 101 to 1,000 miles? \_\_\_\_\_ percent. Over 1,000 miles? \_\_\_\_\_ percent.

IV-B-9. What is the geographic market area in the United States served by your firm's outboard engines?

☐ National

☐ Regional-please specify regions included in your firm's geographic market area below:

☐ Northeast ☐ Mid-Atlantic ☐ Midwest

☐ Southeast ☐ Southwest ☐ Rocky Mountains

☐ West Coast ☐ Northwest

☐ Other (describe) \_\_\_\_\_

<u>Boat line/model</u>	<u>Share of total cost accounted for by outboard engines (percent)</u>
<u>Bass/fresh water fishing boats</u>	
<u>Center console boats</u>	
<u>Fish ‘n ski boats</u>	
<u>Deck boats</u>	
<u>Pontoon boats</u>	
<u>Saltwater fishing boats</u>	
<u>Performance boats</u>	
<u>Runabouts</u>	
<u>Utility boats</u>	
<u>Walk-around boats</u>	
<u>Jon boats</u>	
<u>Inflatable boats</u>	
<u>Single haul pleasure boats</u>	

**PART IV.--PRICING AND RELATED INFORMATION--Continued**

**Section IV-B.--PRICE-RELATED QUESTIONS--Continued**

IV-B-11. a) Please list in order of importance any products that may be substituted for outboard engines.

(1) \_\_\_\_\_ (2) \_\_\_\_\_ (3) \_\_\_\_\_

b) For each possible substitute product, please give examples of applications and end uses for which they are substitutes.

---

---

c) Have changes in the prices of these products affected the price for outboard engines?

☐ No ☐ Yes--To what degree do changes in their prices affect the price for outboard engines? Does this effect have a time lag? If so, how long is the time lag for each substitute product? Does this vary by type of outboard engines or final end use?

---

---

IV-B-12. How has the demand within the United States (and outside the United States if known) for outboard engines changed since January 1, 2001? What principal factors affect changes in demand?

☐ Increased ☐ Unchanged ☐ Decreased ☐ Other (explain below)

---

---

IV-B-13. Have there been any significant changes in the product range or marketing of outboard engines since January 1, 2001?

☐ No ☐ Yes--Please describe.

---

---

**PART IV.--PRICING AND RELATED INFORMATION--Continued**

**Section IV-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-14. How have your relative sales of outboard engines changed by engine technology over since January 1, 2001?

<b>2-stroke, carbureted</b>	<input type="checkbox"/> Increased	<input type="checkbox"/> Unchanged	<input type="checkbox"/> Decreased	<input type="checkbox"/> Other
<b>2-stroke, EFI</b>	<input type="checkbox"/> Increased	<input type="checkbox"/> Unchanged	<input type="checkbox"/> Decreased	<input type="checkbox"/> Other
<b>2-stroke, DI</b>	<input type="checkbox"/> Increased	<input type="checkbox"/> Unchanged	<input type="checkbox"/> Decreased	<input type="checkbox"/> Other
<b>4-stroke, carbureted</b>	<input type="checkbox"/> Increased	<input type="checkbox"/> Unchanged	<input type="checkbox"/> Decreased	<input type="checkbox"/> Other
<b>4-stroke, EFI</b>	<input type="checkbox"/> Increased	<input type="checkbox"/> Unchanged	<input type="checkbox"/> Decreased	<input type="checkbox"/> Other

To what degree have stricter emission regulations and/or other factors contributed to such changes?

---

---

---

IV-B-15. a) Did the OMC bankruptcy have any effect on your firm's sales of outboard engines?

☐ No      ☐ Yes--Please describe:

---

---

b) Did your firm increase its market share of sales of outboard engines relative to sales of outboard engines imported from Japan as a result of the OMC bankruptcy?

☐ No      ☐ Yes--Please describe how your firm attempted to compete for OMC business, identifying time periods, product types, and customers:

---

---



**PART IV.--PRICING AND RELATED INFORMATION--Continued****Section IV-B.--PRICE-RELATED QUESTIONS--Continued**

IV-B-16. Does your firm sell outboard engines over the internet?

☐ No☐ Yes--Please describe, noting the estimated percentage of your firm's total sales (based on value) of outboard engines in 2003 accounted for by internet sales.

---



---

IV-B-17. Are different types of outboard engines technologies specified below, which are otherwise the same with respect to horsepower and other specifications, used interchangeably (i.e., can they physically be used in the same applications)? Please indicate below, using "A" to indicate that the products from a specified type of engine-pair are *always* interchangeable, "F" to indicate that the products are *frequently* interchangeable, "S" to indicate that the products are *sometimes* interchangeable, "N" to indicate that the products are *never* interchangeable, and "0" to indicate *no familiarity* with products from a type of engine-pair.<sup>1</sup>

Type of engine	2-stroke, carbureted	2-stroke, EFI	2-stroke, direct injection	4-stroke, carbureted	4-stroke, EFI
2-stroke, carbureted					
2-stroke, EFI					
2-stroke, DI					
4-stroke, carbureted					
4-stroke, EFI					

<sup>1</sup> For any type of engine-pair which is *sometimes* or *never* used interchangeably, please explain the factors that limit or preclude interchangeable use:

---



---



---



---



---



---



---



---



---



---

**PART IV.--PRICING AND RELATED INFORMATION--Continued**

IV-B-18. Are outboard engines produced in the United States and in other countries interchangeable (i.e., can they physically be used in the same applications)? Please indicate below, using “A” to indicate that the products from a specified country-pair are *always* interchangeable, “F” to indicate that the products are *frequently* interchangeable, “S” to indicate that the products are *sometimes* interchangeable, “N” to indicate that the products are *never* interchangeable, and “0” to indicate *no familiarity* with products from a specified country-pair.<sup>1</sup>

**PART IV.--PRICING AND RELATED INFORMATION--Continued**

IV-B-19. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between outboard engines produced in the United States and in other countries a significant factor in your firm's sales of the products? Please indicate below, using "A" to indicate that such differences are *always* significant, "F" to indicate that such differences are *frequently* significant, "S" to indicate that such differences are *sometimes* significant, "N" to indicate that such differences are *never* significant, and "0" to indicate *no familiarity* with products from a specified country-pair.<sup>1</sup>

Country-pair	United States	Japan	Other countries
United States			
Japan			

<sup>1</sup> For any country-pair for which factors other than price *always or frequently* are a significant factor in your firm's sales of outboard engines, identify the country-pair and report the advantages or disadvantages imparted by such factors. In addition, please provide copies of customer surveys or other documentation (e.g., J.D. Power surveys) to support your response, especially with regard to the issue of quality.

**PART IV.--PRICING AND RELATED INFORMATION--Continued****Section IV-C.--CUSTOMER IDENTIFICATION**

Please identify below the names and addresses of your firm's 10 largest OEM customers and 10 largest dealer customers for outboard engines during 2001-2003. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total shipments of outboard engines that each of these customers accounted for in 2003. **Please also attach copies of all contracts, as well as any amendments and/or addenda to those contracts, letter agreements, side letters or other written arrangements between you and your top five customers that were in force or applicable for any period from January 2001 to September 2004 that specify the terms or any modification to the terms of your contractual arrangement with them, including any discounts, rebates, bonuses, or other financial incentives, not submitted in the preliminary phase of this investigation.**

No.	OEM's name	Street address (not P.O. box), state, and zip code	Contact person	Area code and telephone number	Share of 2003 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					

**PART IV.--PRICING AND RELATED INFORMATION--Continued**

**Section IV-C.--CUSTOMER IDENTIFICATION**

<b>No.</b>	<b>Dealer's name</b>	<b>Street address (not P.O. box), state, and zip code</b>	<b>Contact person</b>	<b>Area code and telephone number</b>	<b>Share of 2003 sales (%)</b>
<b>1</b>					
<b>2</b>					
<b>3</b>					
<b>4</b>					
<b>5</b>					
<b>6</b>					
<b>7</b>					
<b>8</b>					
<b>9</b>					
<b>10</b>					

**PART IV.--PRICING AND RELATED INFORMATION--Continued****Section IV-D.--COMPETITION FROM IMPORTS--LOST REVENUES**

**PLEASE DO NOT RE-SUBMIT ALLEGATIONS PROVIDED IN THE PRELIMINARY PHASE OF THESE INVESTIGATIONS.**

**Since January 1, 2001:** To avoid losing sales to competitors selling outboard engines from Japan, did your firm:

Reduce prices ☐ Yes ☐ No

Roll back announced price increases ☐ Yes ☐ No

If yes, please furnish as much of the following information as possible for each affected transaction. Document such allegations of lost revenues whenever possible (documentation could include copies of invoices, sales reports, or letters from customers). **Please note that the Commission may contact the firms named to verify the allegations reported.**

Customer name, contact person, phone and fax numbers

Specific product(s) involved

Date of your initial price quotation

Quantity involved

Your initial *rejected* price quotation (total delivered value)

Your *accepted* price quotation (total delivered value)

The country of origin of the competing imported product

The competing price quotation of the imported product (total delivered value)

Customer name, contact person, phone and fax numbers	Product	Date of quote	Quantity (number of engines)	Initial rejected U.S. price (total value--dollars)	Accepted U.S. price (total value--dollars)	Country of origin	Competing import price (total value--dollars)

**PART IV.--PRICING AND RELATED INFORMATION--Continued****Section IV-E.--COMPETITION FROM IMPORTS--LOST SALES**

**PLEASE DO NOT RE-SUBMIT ALLEGATIONS PROVIDED IN THE PRELIMINARY PHASE OF THESE INVESTIGATIONS.**

**Since January 1, 2001:** Did your firm lose sales of outboard engines to imports of these products from Japan?

☐ Yes

☐ No

If yes, please furnish as much of the following information as possible for each affected transaction. Document such allegations of lost sales whenever possible (documentation could include copies of invoices, sales reports, or letters from customers). **Please note that the Commission may contact the firms named to verify the allegations reported.**

Customer name, contact person, phone and fax numbers

Specific product(s) involved

Date of your price quotation

Quantity involved

Your rejected price quotation (total delivered value)

The country of origin of the competing imported product

The accepted price quotation of the imported product (total delivered value)

Customer name, contact person, phone and fax numbers	Product	Date of quote	Quantity (number of engines)	Rejected U.S. price (total value-- dollars)	Country of origin	Accepted import price (total value-- dollars)

**IMPORTERS' QUESTIONNAIRE**  
**OUTBOARD ENGINES FROM JAPAN**

*Return completed questionnaire to:*

**UNITED STATES INTERNATIONAL TRADE COMMISSION**

Office of Investigations, Room 615  
500 E Street, SW, Washington, DC 20436

**So as to be received by the Commission by no later than October 28, 2004**

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigation concerning outboard engines from Japan (inv. No. 731-TA-1069 (Final)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

Name of firm \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip code \_\_\_\_\_

World Wide Web address \_\_\_\_\_

Has your firm imported **outboard engines** (as defined in the instruction booklet) from any country at any time since January 1, 2001?

☐

**NO**

(Sign the certification below and promptly return only this page of the questionnaire to the Commission)

☐

**YES**

(Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

**CERTIFICATION**

*I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.*

*By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this investigation in any other import-injury investigations conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)*

*I acknowledge that information submitted in this questionnaire response and throughout this investigation may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this investigation or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.*

\_\_\_\_\_  
*Name and Title of Authorized Official*

\_\_\_\_\_  
*Date*

\_\_\_\_\_  
*Signature of Authorized Official*

( )  
\_\_\_\_\_  
*Phone*

( )  
\_\_\_\_\_  
*Fax*



**PART I. GENERAL QUESTIONS**

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 20 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

**NOTE.--Unless otherwise stated, references to “outboard engines” in this questionnaire include both complete outboard engines and powerheads.**

- I-1. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

\_\_\_\_\_ hours                      \_\_\_\_\_ dollars

- I-2. Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

---



---



---

- I-3. Please provide the following information regarding your firm's corporate/legal structure.

- a) Is your firm owned, in whole or in part, by any other firm?

☐ No                      ☐ Yes--List the following information.

Firm name	Address	Extent of ownership	Date

- b) Does your firm have any related firms, either domestic or foreign, which are engaged in importing outboard engines from Japan into the United States or which are engaged in exporting these products from Japan to the United States?

☐ No                      ☐ Yes--List the following information.

Firm name	Address	Extent of ownership/ affiliation	Date of ownership/ affiliation

**PART I.--GENERAL QUESTIONS--Continued**

- I-4. c) Does your firm own or have any related U.S. firms which are engaged in manufacturing boats that use outboard engines (use additional pages as necessary)?

☐ No ☐ Yes--List the following information.

Firm name	Address	Extent of ownership/ affiliation	Date of ownership/ affiliation

- d) Does your firm or any affiliated firm produce, have the capability to produce, or have any plans to produce outboard engines in other countries?

☐ No ☐ Yes--Please provide the following information, using additional pages as necessary:

Country	Firm name	Production start date		Affiliation/level of investment	Outboard engines produced in 2003 (Quantity)
		Actual	Planned		

- e) Please describe any significant changes in the above corporate/legal structure since January 1, 2001 (use additional pages as necessary).

---



---



---



---

- I-5. Please indicate the nature of your firm's importing operations on outboard engines. More than one answer may be applicable.

☐ Importer of record ☐ Takes title to the imported product(s)  
☐ Consignee of the imported product(s) ☐ Customs broker or freight forwarder

- I-6. If your firm is an importer of record of outboard engines and/or powerheads but is **not** the consignee, please list the consignees below (company name, address, telephone, and individual to contact).

---



---

**PART I.--GENERAL QUESTIONS--Continued**

I-7. Please indicate whether your firm enters outboard engines into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones      ☐ No                      ☐ Yes

Bonded warehouses      ☐ No                      ☐ Yes

I-8. Please indicate whether your firm imports outboard engines under the TIB (temporary importation under bond) program.

☐ No                      ☐ Yes

I-9. To your knowledge, have the products subject to this investigation been the subject of any other import relief investigations in the United States or in any other countries?

☐ No                      ☐ Yes--Please specify. \_\_\_\_\_

\_\_\_\_\_

**PART II.--TRADE AND RELATED INFORMATION**

Further information on this part of the questionnaire can be obtained from Olympia Hand (olympia.hand@usitc.gov or 202-205-3182). **Supply all data requested on a calendar-year basis.**

II-1. Who should be contacted regarding the requested trade and related information?

Company contact: \_\_\_\_\_  
Name and title

\_\_\_\_\_  
Phone No.                                      E-mail address

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure, or any other change in the character of your operations or organization relating to the importation of outboard engines since January 1, 2001?

☐ No                      ☐ Yes--Supply details as to the time, nature, and significance of such changes.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_



[illegible]

**PART II.—TRADE AND RELATED INFORMATION—Continued**

II-7. **IMPORTS BY SOURCE—POWERHEADS.**—Report your firm's imports and your firm's shipments and inventories of **powerheads** imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for Japan and for all other sources combined.** Please photocopy this page, if necessary.

☐ JAPAN

☐ All other sources combined<sup>1</sup>

(Quantity in units, value in \$1,000)					
Item	Calendar years			January-September	
	2001	2002	2003	2003	2004
<b>BEGINNING-OF-PERIOD INVENTORIES</b> (quantity)					
<b>U.S. IMPORTS:<sup>2</sup></b>					
Quantity					
Value					
<b>U.S. SHIPMENTS:</b>					
<b>Commercial shipments:</b>					
Quantity					
Value					
<b>Internal consumption:</b>					
Quantity					
Value <sup>3</sup>					
<b>Transfers to related firms:</b>					
Quantity					
Value <sup>3</sup>					
<b>EXPORT SHIPMENTS:<sup>4</sup></b>					
<b>Transfers to related firms:</b>					
Quantity					
Value					
<b>Other export shipments:</b>					
Quantity					
Value					
<b>END-OF-PERIOD INVENTORIES<sup>5</sup></b> (quantity)					

<sup>1</sup> Please identify these sources: \_\_\_\_\_

<sup>2</sup> Identify the foreign producers, if known: \_\_\_\_\_

<sup>3</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2001, 2002, and 2003 below: \_\_\_\_\_  
Please also identify the firms involved in transfers: \_\_\_\_\_

Please also explain the uses for any internal consumption if applicable: \_\_\_\_\_

<sup>4</sup> Identify your principal export markets: \_\_\_\_\_

<sup>5</sup> **Reconciliation of data.**—Note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

☐ Yes ☐ No—Please explain: \_\_\_\_\_

**PART II.—TRADE AND RELATED INFORMATION—Continued**

II-8. **IMPORTS BY SOURCE—COMPLETE OUTBOARD ENGINES.**—Report your firm's imports and your firm's shipments and inventories of **complete outboard engines** imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for Japan and for all other sources combined.** Please photocopy this page, if necessary.

☐ **JAPAN**
☐ **All other sources combined<sup>1</sup>**

(Quantity in units, value in \$1,000)					
Item	Calendar years			January-September	
	2001	2002	2003	2003	2004
<b>BEGINNING-OF-PERIOD INVENTORIES</b> (quantity)					
<b>U.S. IMPORTS:<sup>2</sup></b>					
Quantity					
Value					
<b>U.S. SHIPMENTS:</b>					
<b>Commercial shipments:</b>					
Quantity					
Value					
<b>Internal consumption:</b>					
Quantity					
Value <sup>3</sup>					
<b>Transfers to related firms:</b>					
Quantity					
Value <sup>3</sup>					
<b>EXPORT SHIPMENTS:<sup>4</sup></b>					
<b>Transfers to related firms:</b>					
Quantity					
Value					
<b>Other export shipments:</b>					
Quantity					
Value					
<b>END-OF-PERIOD INVENTORIES<sup>5</sup></b> (quantity)					

<sup>1</sup> Please identify these sources: \_\_\_\_\_

<sup>2</sup> Identify the foreign producers, if known: \_\_\_\_\_

<sup>3</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2001, 2002, and 2003 below: \_\_\_\_\_

Please also identify the firms involved in transfers: \_\_\_\_\_

Please also explain the uses for any internal consumption if applicable: \_\_\_\_\_

<sup>4</sup> Identify your principal export markets: \_\_\_\_\_

<sup>5</sup> **Reconciliation of data.**—Note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

☐ Yes

☐ No

—Please explain: \_\_\_\_\_

**PART II.—TRADE AND RELATED INFORMATION—Continued**

II-9. **WARRANTY CLAIMS/REPLACEMENTS/RECALLS.**--Report the following information for powerheads and complete outboard engines produced in your U.S. establishment(s) during the specified periods, by fuel system technology. **Report separately for Japan and for all other sources combined.** Please photocopy this page, if necessary.

**POWERHEADS**
☐ JAPAN

☐ All other sources combined<sup>1</sup>

(Quantity in units, value in \$1,000)					
Item	Calendar years			Jan.-Sept.	
	2001	2002	2003	2003	2004
<b>2-stroke, direct injection:</b> Warranty claims made-- Number					
Quantity of powerheads					
Warranty claims paid-- Number					
Quantity of powerheads					
Value <sup>1</sup>					
Recalls-- Number					
Quantity of powerheads					
Value					
<b>2-stroke, other:</b> Warranty claims made-- Number					
Quantity of powerheads					
Warranty claims paid-- Number					
Quantity of powerheads					
Value <sup>1</sup>					
Recalls-- Number					
Quantity of powerheads					
Value					
<b>4-stroke:</b> Warranty claims made-- Number					
Quantity of powerheads					
Warranty claims paid-- Number					
Quantity of powerheads					
Value <sup>1</sup>					
Recalls-- Number					
Quantity of powerheads					
Value					

—Continued on next page.



**PART II.--TRADE AND RELATED INFORMATION--Continued****II-9. WARRANTY CLAIMS/REPLACEMENTS/RECALLS.--Continued.****COMPLETE OUTBOARD ENGINES**☐

JAPAN

☐All other sources combined<sup>1</sup>

(Quantity in units, value in \$1,000)										
Item	With U.S.-produced powerheads					With imported powerheads				
	Calendar years			Jan.-Sept.		Calendar years			Jan.-Sept.	
	2001	2002	2003	2003	2004	2001	2002	2003	2003	2004
<b>2-stroke, DI:</b> Warranty claims- Number										
Quantity										
Warranty claims paid-- Number										
Quantity										
Value <sup>1</sup>										
Recalls-- Number										
Quantity										
Value										
<b>2-stroke, other:</b> Warranty claims- Number										
Quantity										
Warranty claims paid-- Number										
Quantity										
Value <sup>1</sup>										
Recalls-- Number										
Quantity										
Value										
<b>4-stroke:</b> Warranty claims- Number										
Quantity										
Warranty claims paid-- Number										
Quantity										
Value <sup>1</sup>										
Recalls-- Number										
Quantity										
Value										

<sup>1</sup> Warranty/replacement shipments should be valued at fair market value.

**PART II.--TRADE AND RELATED INFORMATION--Continued**

II-10. **U.S. SHIPMENTS, BY TYPES.**-- Report your firm's U.S. shipments (commercial shipments and transfers to related firms) of **complete outboard engines** imported by in your U.S. establishment(s) during the specified periods. **Report separately for Japan and all other sources combined, and for each horsepower by fuel system, using additional pages as necessary.**

**OEMs (boat builders)**☐

JAPAN

☐All other sources combined<sup>1</sup>

(Quantity in units, value in \$1,000)										
Item	Related OEMs					Unrelated OEMs				
	Calendar years			Jan.-Sept.		Calendar years			Jan.-Sept.	
	2001	2002	2003	2003	2004	2001	2002	2003	2003	2004
<b>2-stroke, carbureted:</b>										
HP: _____										
Quantity										
Value										
HP: _____										
Quantity										
Value										
<b>Subtotal</b>										
Quantity										
Value										
<b>Number of customers</b>										
<b>2-stroke, EFI:</b>										
HP: _____										
Quantity										
Value										
HP: _____										
Quantity										
Value										
<b>Subtotal</b>										
Quantity										
Value										
<b>Number of customers</b>										
<b>2-stroke, direct injection:</b>										
HP: _____										
Quantity										
Value										
HP: _____										
Quantity										
Value										
<b>Subtotal</b>										
Quantity										
Value										
<b>Number of customers</b>										

--Continued on next page.

**PART II.--TRADE AND RELATED INFORMATION--Continued****II-10. U.S. SHIPMENTS, BY TYPES--Continued.****OEMs (boat builders)--Continued**☐ JAPAN☐ All other sources combined<sup>1</sup>

(Quantity in units, value in \$1,000)										
Item	Related OEMs					Unrelated OEMs				
	Calendar years			Jan.-Sept.		Calendar years			Jan.-Sept.	
	2001	2002	2003	2003	2004	2001	2002	2003	2003	2004
<b>4-stroke, carbureted:</b>										
HP: _____										
Quantity										
Value										
HP: _____										
Quantity										
Value										
<b>Subtotal</b>										
Quantity										
Value										
<b>Number of customers</b>										
<b>4-stroke, EFI:</b>										
HP: _____										
Quantity										
Value										
HP: _____										
Quantity										
Value										
<b>Subtotal</b>										
Quantity										
Value										
<b>Number of customers</b>										
<b>Subtotal, OEMs:</b>										
Quantity										
Value										
<b>Number of customers</b>										

—Continued on next page.

**PART II.--TRADE AND RELATED INFORMATION--Continued****II-10. U.S. SHIPMENTS, BY TYPES--Continued.****DEALERS**☐

JAPAN

☐All other sources combined<sup>1</sup>

(Quantity in units, value in \$1,000)										
Item	Related dealers					Unrelated dealers				
	Calendar years			Jan.-Sept.		Calendar years			Jan.-Sept.	
	2001	2002	2003	2003	2004	2001	2002	2003	2003	2004
<b>2-stroke, carbureted:</b> HP: _____ Quantity _____										
Value _____										
HP: _____ Quantity _____										
Value _____										
<b>Subtotal</b> Quantity _____										
Value _____										
<b>Number of customers</b>										
<b>2-stroke, EFI:</b> HP: _____ Quantity _____										
Value _____										
HP: _____ Quantity _____										
Value _____										
<b>Subtotal</b> Quantity _____										
Value _____										
<b>Number of customers</b>										
<b>2-stroke, direct injection:</b> HP: _____ Quantity _____										
Value _____										
HP: _____ Quantity _____										
Value _____										
<b>Subtotal</b> Quantity _____										
Value _____										
<b>Number of customers</b>										

—Continued on next page.

**PART II.--TRADE AND RELATED INFORMATION--Continued****II-10. U.S. SHIPMENTS, BY TYPES--Continued.****DEALERS--Continued**☐

JAPAN

☐All other sources combined<sup>1</sup>

(Quantity in units, value in \$1,000)										
Item	Related dealers					Unrelated dealers				
	Calendar years			Jan.-Sept.		Calendar years			Jan.-Sept.	
	2001	2002	2003	2003	2004	2001	2002	2003	2003	2004
<b>4-stroke, carbureted:</b>										
HP: _____										
Quantity _____										
Value _____										
<b>HP:</b> _____										
Quantity _____										
Value _____										
<b>Subtotal</b>										
Quantity _____										
Value _____										
<b>Number of customers</b>										
<b>4-stroke, EFI:</b>										
HP: _____										
Quantity _____										
Value _____										
<b>HP:</b> _____										
Quantity _____										
Value _____										
<b>Subtotal</b>										
Quantity _____										
Value _____										
<b>Number of customers</b>										
<b>Subtotal, dealers:<sup>1</sup></b>										
Quantity _____										
Value _____										
<b>Number of customers</b>										

<sup>1</sup> Please report U.S. shipments to independent buying groups included in shipments to unrelated dealers:

	2001	2002	2003	January-September 2003 2004	
Quantity .....	_____	_____	_____	_____	_____
Value (\$1,000) .....	_____	_____	_____	_____	_____

NOTE.--The U.S. shipments (commercial shipments and transfers to related firms) reported above should reconcile with your reported U.S. shipments in question II-8 of this questionnaire. If the data do not reconcile, please explain the discrepancy:

---



---

**PART III.--PRICING AND RELATED INFORMATION**

Further information on this part of the questionnaire can be obtained from James Fetzner (202-708-5403).

III-1. Who should be contacted regarding the requested pricing and related information?

Company contact: \_\_\_\_\_  
Name and title

\_\_\_\_\_  
Phone No.

\_\_\_\_\_  
E-mail address

**Section III-A.--PRICE DATA**

This section requests quarterly price and quantity data concerning your firm's U.S. commercial shipments to unrelated U.S. customers of the following products of the following products imported from Japan during January 2001-September 2004:

**Product 1.**—Carbureted 2-stroke, 9.9 horsepower, 15" shaft length, electric start, steering connector kit, power trim, oil injection.

**Product 2.**—Carbureted 2-stroke, 90 horsepower, 20" shaft length, electric start, steering connector kit, power trim, oil injection.

**Product 3.**—Carbureted 2-stroke V-6, 150 horsepower, 20" shaft length, electric start, steering connector kit, power trim, oil injection.

**Product 4.**—Direct fuel injection 2-stroke V-6, 150 horsepower, 20" shaft length, electric start, steering connector kit, power trim, oil injection.

**Product 5.**—Direct fuel injection 2-stroke V-6, 200 horsepower, 25" shaft length, electric start, steering connector kit, power trim, oil injection, not counter-rotation.

**Product 6.**— Carbureted 4-stroke, 25 horsepower, 20" shaft length, propeller, remote fuel tank, electric start, steering connector kit, power trim.

**Product 7.**—EFI 4-stroke, 115 horsepower, 20" shaft length, electric start,, steering connector kit, power trim.

Please note that total dollar values should be f.o.b., U.S. point of shipment and should not include U.S.-inland transportation costs. Gross values should be based on fixed price lists, before further discounts, rebates, etc. Net values should reflect the **FINAL NET** amount paid to you (i.e., should be net of all deductions for discounts or rebates) and sales to unrelated OEMs and unrelated dealers should be reported separately. Allocate price reductions from gross sales values on a sale specific basis wherever possible, including reductions that are accrued but not yet paid. To the extent that this is not possible, identify the nature of the price reduction and describe the methodology used to allocate it to the reported quarterly values. See instruction booklet.

**PART III.--PRICING AND RELATED INFORMATION--Continued****Section III-A.--PRICE DATA---Continued**

III-A-1. **SALES TO UNRELATED OEMs--PRICE DATA.**--Complete a separate page for each of the specified products imported from Japan and sold by your firm to unrelated OEMs (original equipment manufacturers-ex. boat builders). **COPY THIS PAGE AS NECESSARY.**

Product 1 ☐ Product 2 ☐ Product 3 ☐ Product 4 ☐

Product 5 ☐ Product 6 ☐ Product 7 ☐

(Quantity in number of engines, value in dollars)			
Period of shipment	Quantity	Gross value <sup>1</sup>	Net value <sup>2</sup>
<b>2001:</b>			
January-March			
April-June			
July-September			
October-December			
<b>2002:</b>			
January-March			
April-June			
July-September			
October-December			
<b>2003:</b>			
January-March			
April-June			
July-September			
October-December			
<b>2004:</b>			
January-March			
April-June			
July-September			
<sup>1</sup> Gross values based on the prices in the importer's fixed price lists, before discounts, rebates, etc. <sup>2</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment. <b>For each pricing product sold to dealers, attach a list of all discounts, rebates, incentives and other promotional reductions from MSRP or list price. A non-exhaustive list of examples include: base, purchase or standard discounts; volume rebates or discounts; early order discounts, special seasonal (ex. fall) stocking discounts; registration discounts; cash/free interest; co-operative advertising reimbursements, retail bonuses; special promotion rebates or discounts; performance bonuses; alliance discounts; discounts for purchases of rigging or any other required equipment purchases; any other discounts, rebates, bonuses or reductions in net price, including any special rebates or payments to parent or holding companies.</b>			

**PART III.--PRICING AND RELATED INFORMATION--Continued****Section III-A.--PRICE DATA--Continued**

III-A-2. **SALES TO UNRELATED OEMs--DISCOUNTS/REBATES (TOTAL).**--Report below all of the discounts, allowances, rebates, prepaid freight, incentives, reimbursements, bonuses, payments, and other potential reductions in price that you provided to unrelated OEMs in 2003. If you were not able to quantify a potential reduction in net price that was provided, please explain in an attachment.

Item	Provided to OEMs	
	Yes/No	Value (\$1,000)
Base/standard discount		
Quantity discount		
Early order discount		
Early payment discount		
Delayed payment discount		
Registration discount		
Free freight discount		
Fall order discount		
Annual order discount		
Performance rebate		
Coop accrual rebates		
Retail sales bonus		
Advance scheduling		
Warranty registration		
End-customer rebate		
Special program rebate		
Cash/free interest		
Financing discounts		
Cash grants		
Free flooring discount		
Loyalty discount		
All other discounts <sup>1</sup>		
All other rebates <sup>1</sup>		
Signing bonuses		
Market development or promotional funding		
Improvements		
All other incentives <sup>1</sup>		
Other payments/transactions not directly related to the sale of outboard engines or accessories <sup>1</sup>		
<sup>1</sup> Specify those provided in an attachment.		



**PART III.--PRICING AND RELATED INFORMATION--Continued****Section III-A.--PRICE DATA--Continued**

III-A-3. **SALES TO UNRELATED OEMs--DISCOUNTS/REBATES (ALLOCATIONS BY PRODUCT)**-- Complete a separate page for each of the specified products imported from Japan and sold by your firm to unrelated OEMs in 2003. Report below all of the potential reductions in price that value has been tied to quarterly sales and allocated accordingly for purposes of reporting quarterly values in response to Part III-A. If you did not allocate the entire amount of any potential reduction to quarterly pricing values, please explain in an attachment. **COPY THIS PAGE AS NECESSARY.**

Product 1 ☐ Product 2 ☐ Product 3 ☐ Product 4 ☐ Product 5 ☐ Product 6 ☐ Product 7 ☐

Item	Allocation to quarterly pricing	
	Yes/No	Value (\$1,000)
Base/standard discount		
Quantity discount		
Early order discount		
Early payment discount		
Delayed payment discount		
Registration discount		
Free freight discount		
Fall order discount		
Annual order discount		
Performance rebate		
Coop accrual rebates		
Retail sales bonus		
Advance scheduling		
Warranty registration		
End-customer rebate		
Special program rebate		
Cash/free interest		
Financing discounts		
Cash grants		
Free flooring discount		
Loyalty discount		
All other discounts <sup>1</sup>		
All other rebates <sup>1</sup>		
Signing bonuses		
Market development or promotional funding		
Improvements		
All other incentives <sup>1</sup>		
Other payments/transactions not directly related to the sale of outboard engines or accessories <sup>1</sup>		
<sup>1</sup> Specify those provided in an attachment.		

**PART IV.--PRICING AND RELATED INFORMATION--Continued****Section IV-A.--PRICE DATA---Continued**

III-A-4. **SALES TO UNRELATED DEALERS.**--Complete a separate page for each of the specified products imported from Japan and sold by your firm to unrelated dealers. **COPY THIS PAGE AS NECESSARY.**

Product 1 ☐ Product 2 ☐ Product 3 ☐ Product 4 ☐  
 Product 5 ☐ Product 6 ☐ Product 7 ☐

(Quantity in number of engines, value in dollars)			
Period of shipment	Quantity	Gross value <sup>1</sup>	Net value <sup>2</sup>
<b>2001:</b>			
January-March			
April-June			
July-September			
October-December			
<b>2002:</b>			
January-March			
April-June			
July-September			
October-December			
<b>2003:</b>			
January-March			
April-June			
July-September			
October-December			
<b>2004:</b>			
January-March			
April-June			
July-September			

<sup>1</sup> Gross values based on the prices in the importer's fixed price lists, before discounts, rebates, etc.

<sup>2</sup> Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment. **For each pricing product sold to unrelated dealers, attach a list of all discounts, rebates, incentives and other promotional reductions from MSRP or list price. A non-exhaustive list of examples include: base, purchase or standard discounts; volume rebates or discounts; early order discounts, special seasonal (ex. fall) stocking discounts; registration discounts; cash/free interest; co-operative advertising reimbursements, retail bonuses; special promotion rebates or discounts; performance bonuses; alliance discounts; discounts for purchases of rigging or any other required equipment purchases; any other discounts, rebates, bonuses or reductions in net price, including any special rebates or payments to parent or holding companies.**

**PART III.--PRICING AND RELATED INFORMATION--Continued****Section III-A.--PRICE DATA-SALES TO UNRELATED DEALERS--Continued**

III-A-5. **SALES TO UNRELATED DEALERS--DISCOUNTS/REBATES (TOTAL)** Report below all of the discounts, allowances, rebates, prepaid freight, incentives, reimbursements, bonuses, payments, and other potential reductions in price that you provided to unrelated dealers in 2003. If you were not able to quantify a potential reduction in net price that was provided, please explain in an attachment.

Item	Provided to dealers	
	Yes/No	Value (\$1,000)
Base/standard discount		
Quantity discount		
Early order discount		
Early payment discount		
Delayed payment discount		
Registration discount		
Free freight discount		
Fall order discount		
Annual order discount		
Performance rebate		
Coop accrual rebates		
Retail sales bonus		
Advance scheduling		
Warranty registration		
End-customer rebate		
Special program rebate		
Cash/free interest		
Financing discounts		
Cash grants		
Free flooring discount		
Loyalty discount		
All other discounts <sup>1</sup>		
All other rebates <sup>1</sup>		
Signing bonuses		
Market development or promotional funding		
Improvements		
All other incentives <sup>1</sup>		
Other payments/transactions not directly related to the sale of outboard engines or accessories <sup>1</sup>		
<sup>1</sup> Specify those provided in an attachment.		

**PART III.--PRICING AND RELATED INFORMATION--Continued****Section III-A.--PRICE DATA-SALES TO UNRELATED DEALERS--Continued**

III-A-6. **SALES TO UNRELATED DEALERS--DISCOUNTS/REBATES (ALLOCATIONS BY PRODUCT)**-- Complete a separate page for each of the specified products imported from Japan and sold by your firm to unrelated dealers in 2003. Report below all of the potential reductions in price that value has been tied to quarterly sales and allocated accordingly for purposes of reporting quarterly values in response to Section III-A-4. If you did not allocate the entire amount of any potential reduction to quarterly pricing values, please explain in an attachment. **COPY THIS PAGE AS NECESSARY.**

Product 1 ☐ Product 2 ☐ Product 3 ☐ Product 4 ☐ Product 5 ☐ Product 6 ☐ Product 7 ☐

Item	Allocation to quarterly pricing	
	Yes/No	Value (\$1,000)
Base/standard discount		
Quantity discount		
Early order discount		
Early payment discount		
Delayed payment discount		
Registration discount		
Free freight discount		
Fall order discount		
Annual order discount		
Performance rebate		
Coop accrual rebates		
Retail sales bonus		
Advance scheduling		
Warranty registration		
End-customer rebate		
Special program rebate		
Cash/free interest		
Financing discounts		
Cash grants		
Free flooring discount		
Loyalty discount		
All other discounts <sup>1</sup>		
All other rebates <sup>1</sup>		
Signing bonuses		
Market development or promotional funding		
Improvements		
All other incentives <sup>1</sup>		
Other payments/transactions not directly related to the sale of outboard engines or accessories <sup>1</sup>		
<sup>1</sup> Specify those provided in an attachment.		

**PART III.--PRICING AND RELATED INFORMATION--Continued****Section III-B.--PRICE-RELATED QUESTIONS**

III-B-1. Please describe how your firm determines the prices that it charges for sales of outboard engines (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a price list for each model year covering the period from January 2001 through September 2004. Please include all programs of discounts off of these price lists (for both OEMs and dealers, related and unrelated) for each model year. (You need not resubmit price lists and programs submitted in the preliminary investigation.)

---



---

III-B-2. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

---



---

III-B-3. What are your firm's typical sales terms for its outboard engines imported from Japan (e.g., 2/10 net 30 days)? \_\_\_\_\_ On what basis are your prices of domestic outboard engines usually quoted (e.g., f.o.b. warehouse, or delivered)? \_\_\_\_\_

III-B-4. Approximately what share of your firm's sales of its outboard engines imported from Japan in 2003 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

Type of sale	Share of sales (percent, based on value)
Long-term contracts	
Short-term contracts	
Spot sales	

III-B-5. If you sell on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

a) What is the average duration of a contract? \_\_\_\_\_

b) Can prices or the amount of discounts above the standard discounts, be renegotiated during the contract period? \_\_\_\_\_

c) Does the contract fix quantity, price, or both? \_\_\_\_\_

d) Does the contract have a meet or release provision? \_\_\_\_\_

e) Please attach a description of the negotiation process for each long-term contract that your firm sought and/or had in effect during the model years 2001 to 2005.

**PART III.--PRICING AND RELATED INFORMATION--Continued****Section III-B.--PRICE-RELATED QUESTIONS**

III-B-6. If you sell on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

- a) What is the average duration of a contract? \_\_\_\_\_
- b) Can prices be renegotiated during the contract period? \_\_\_\_\_
- c) Does the contract fix quantity, price, or both? \_\_\_\_\_
- d) Does the contract have a meet or release provision? \_\_\_\_\_
- e) Please attach a description of the negotiation process for each short-term contract that your firm sought for the most recent model year (2005).

III-B-7. What is the average lead time between a customer's order and the date of delivery for your firm's sales of your outboard engines imported from Japan ?

Source	Share of 2003 sales	Lead time
From inventory		
Produced to order		
<b>Total</b>	<b>100%</b>	

III-B-8. a) What is the approximate percentage of the total delivered cost of outboard engines that is accounted for by U.S. inland transportation costs? \_\_\_\_\_ percent.

b) Who generally arranges the transportation to your customers' locations? Your firm \_\_\_\_\_ or purchaser \_\_\_\_\_ (check one).

c) What proportion of your sales occur within 100 miles of your storage or production facility? \_\_\_\_\_ percent. 101 to 1,000 miles? \_\_\_\_\_ percent. Over 1,000 miles? \_\_\_\_\_ percent.

III-B-9. What is the geographic market area in the United States served by your firm's outboard engines?

☐ National

☐ Regional-please specify regions included in your firm's geographic market area below:

☐ Northeast ☐ Mid-Atlantic ☐ Midwest

☐ Southeast ☐ Southwest ☐ Rocky Mountains

☐ West Coast ☐ Northwest

☐ Other (describe) \_\_\_\_\_

**PART III.--PRICING AND RELATED INFORMATION--Continued****Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-10. Describe the boat lines/models that use the outboard engines that you manufacture. For each boat line/model, what percentage of the total cost is accounted for by outboard engines?

<u>Boat line/model</u>	<u>Share of total cost accounted for by outboard engines (percent)</u>
<u>Bass/fresh water fishing boats</u>	<u></u>
<u>Center console boats</u>	<u></u>
<u>Fish 'n ski boats</u>	<u></u>
<u>Deck boats</u>	<u></u>
<u>Pontoon boats</u>	<u></u>
<u>Saltwater fishing boats</u>	<u></u>
<u>Performance boats</u>	<u></u>
<u>Runabouts</u>	<u></u>
<u>Utility boats</u>	<u></u>
<u>Walk-around boats</u>	<u></u>
<u>Jon boats</u>	<u></u>
<u>Inflatable boats</u>	<u></u>
<u>Single haul pleasure boats</u>	<u></u>
<u></u>	<u></u>
<u></u>	<u></u>
<u></u>	<u></u>

**PART III.--PRICING AND RELATED INFORMATION--Continued**

**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-11. a) Please list in order of importance any products that may be substituted for outboard engines.

(1) \_\_\_\_\_ (2) \_\_\_\_\_ (3) \_\_\_\_\_

b) For each possible substitute product, please give examples of applications and end uses for which they are substitutes.

---

---

c) Have changes in the prices of these products affected the price for outboard engines?

☐ No

☐ Yes--To what degree do changes in their prices affect the price for outboard engines? Does this effect have a time lag? If so, how long is the time lag for each substitute product? Does this vary by type of outboard engines or final end use?

---

---

III-B-12. How has the demand within the United States (and outside the United States if known) for outboard engines changed since January 1, 2001? What principal factors affect changes in demand?

☐ Increased ☐ Unchanged ☐ Decreased ☐ Other (explain below)

---

---

III-B-13. Have there been any significant changes in the product range or marketing of outboard engines since January 1, 2001?

☐ No ☐ Yes--Please describe.

---

---



**PART III.--PRICING AND RELATED INFORMATION--Continued****Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-14. How have your relative sales of outboard engines changed by engine technology over since January 1, 2001?

<b>2-stroke, carbureted</b>	<input type="checkbox"/> Increased	<input type="checkbox"/> Unchanged	<input type="checkbox"/> Decreased	<input type="checkbox"/> Other
<b>2-stroke, EFI</b>	<input type="checkbox"/> Increased	<input type="checkbox"/> Unchanged	<input type="checkbox"/> Decreased	<input type="checkbox"/> Other
<b>2-stroke, DI</b>	<input type="checkbox"/> Increased	<input type="checkbox"/> Unchanged	<input type="checkbox"/> Decreased	<input type="checkbox"/> Other
<b>4-stroke, carbureted</b>	<input type="checkbox"/> Increased	<input type="checkbox"/> Unchanged	<input type="checkbox"/> Decreased	<input type="checkbox"/> Other
<b>4-stroke, EFI</b>	<input type="checkbox"/> Increased	<input type="checkbox"/> Unchanged	<input type="checkbox"/> Decreased	<input type="checkbox"/> Other

To what degree have stricter emission regulations and/or other factors contributed to such changes?

---



---



---

III-B-15. a) Did the OMC bankruptcy have any effect on your firm's sales of outboard engines?

☐ No      ☐ Yes—Please describe:

---



---

b) Did your firm increase its market share of sales of outboard engines relative to sales of outboard engines produced in the U.S. as a result of the OMC bankruptcy?

☐ No      ☐ Yes—Please describe how your firm attempted to compete for OMC business, identifying time periods, product types, and customers:

---



---

**PART III.--PRICING AND RELATED INFORMATION--Continued****Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-16. Does your firm sell outboard engines over the internet?

☐ No
☐ Yes--Please describe, noting the estimated percentage of your firm's total sales (based on value) of outboard engines in 2003 accounted for by internet sales.

---



---

III-B-17. Are different types of outboard engines technologies specified below, which are otherwise the same with respect to horsepower and other specifications, used interchangeably (i.e., can they physically be used in the same applications)? Please indicate below, using "A" to indicate that the products from a specified type of engine-pair are *always* interchangeable, "F" to indicate that the products are *frequently* interchangeable, "S" to indicate that the products are *sometimes* interchangeable, "N" to indicate that the products are *never* interchangeable, and "0" to indicate *no familiarity* with products from a type of engine-pair.<sup>1</sup>

Type of engine	2-stroke, carbureted	2-stroke, EFI	2-stroke, direct injection	4-stroke, carbureted	4-stroke, EFI
2-stroke, carbureted					
2-stroke, EFI					
2-stroke, DI					
4-stroke, carbureted					
4-stroke, EFI					

<sup>1</sup> For any type of engine-pair which is *sometimes* or *never* used interchangeably, please explain the factors that limit or preclude interchangeable use:

---



---



---



---



---



---



---



---



---



---

**PART III.--PRICING AND RELATED INFORMATION--Continued****Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-18. Are outboard engines produced in the United States and in other countries interchangeable (i.e., can they physically be used in the same applications)? Please indicate below, using "A" to indicate that the products from a specified country-pair are *always* interchangeable, "F" to indicate that the products are *frequently* interchangeable, "S" to indicate that the products are *sometimes* interchangeable, "N" to indicate that the products are *never* interchangeable, and "0" to indicate *no familiarity* with products from a specified country-pair.<sup>1</sup>

Country-pair	United States	Japan	Other countries
United States			
Japan			

<sup>1</sup> For any country-pair producing outboard engines which is *sometimes or never* interchangeable, please explain the factors that limit or preclude interchangeable use:

---



---



---



---



---



---



---



---



---



---



**PART III.--PRICING AND RELATED INFORMATION--Continued****Section III-C.--CUSTOMER IDENTIFICATION**

Please identify below the names and addresses of your firm's 10 largest OEM customers and 10 largest customers for outboard engines during 2001-2003. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total shipments of outboard engines that each of these customers accounted for in 2003. **Please also attach copies of all contracts, as well as any amendments and/or addenda to those contracts, letter agreements, side letters or other written arrangements between you and your top five customers that were in force or applicable for any period from January 2001 to September 2004 that specify the terms or any modification to the terms of your contractual arrangement with them, including any discounts, rebates, bonuses, or other financial incentives, not submitted in the preliminary phase of this investigation.**

No.	OEM's name	Street address ( <u>not</u> P.O. box), state, and zip code	Contact person	Area code and telephone number	Share of 2003 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					

**PART III.--PRICING AND RELATED INFORMATION--Continued****Section III-C.--CUSTOMER IDENTIFICATION**

No.	Dealer's name	Street address ( <u>not</u> P.O. box), state, and zip code	Contact person	Area code and telephone number	Share of 2003 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					



---

## UNITED STATES INTERNATIONAL TRADE COMMISSION

---

WASHINGTON, DC 20436

September 20, 2004

To Whom It May Concern:

The enclosed questionnaire pertains to the United States International Trade Commission's investigation concerning outboard engines. The investigation is being conducted under the provisions of section 731 of the Tariff Act of 1930.

In this investigation the Commission must determine whether an industry in the United States is materially injured or is threatened with material injury, or the establishment of an industry in the United States is materially retarded, by reason of imports from Japan of outboard engines that have been found to be sold in the United States at less than fair value. A copy of the Commission's notice of this investigation is enclosed.

The business proprietary information you supply in this questionnaire or in connection therewith will be so treated by the Commission and will not be disclosed except as may be required by law. Your response will be consolidated with the responses of other firms and will form much of the statistical base for the Commission's determination. The questions in the questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible.

Please return the completed questionnaire to the Commission by no later than October 28, 2004. If you have any questions concerning the questionnaire or other matters related to the investigation, please contact James Fetzer (202-708-5403) of the Commission's staff. Correspondence may be sent to the above address or via FAX to 202-205-3205.

Sincerely,

Robert Carpenter  
Director

Enclosures

**PURCHASERS' QUESTIONNAIRE**  
**OUTBOARD ENGINES FROM JAPAN**

*Return completed questionnaire to:*

**UNITED STATES INTERNATIONAL TRADE COMMISSION**  
Office of Investigations, Room 615  
500 E Street, SW, Washington, DC 20436

**So as to be received by the Commission by no later than October 28, 2004**

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigation concerning outboard engines from Japan (inv. No. 731-TA-1069 (Final)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)). Further information on this questionnaire can be obtained from James Fetzer (708-5403).

Name of firm \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip code \_\_\_\_\_  
World Wide Web address \_\_\_\_\_

Has your firm purchased **outboard engines** (as defined in the instruction booklet) from any source (domestic or foreign) at any time since January 1, 2001?

☐ **NO** (Sign the certification below and promptly return only this page of the questionnaire to the Commission)

☐ **YES** (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

**CERTIFICATION**

*I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.*

*By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this investigation in any other import-injury investigations conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)*

*I acknowledge that information submitted in this questionnaire response and throughout this investigation may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this investigation or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.*

\_\_\_\_\_  
*Name and Title of Authorized Official*

\_\_\_\_\_  
*Date*

\_\_\_\_\_  
*Signature of Authorized Official*

( ) \_\_\_\_\_  
*Phone*

( ) \_\_\_\_\_  
*Fax*



**PART I.--GENERAL QUESTIONS**

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 20 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

- I-1. A) Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

\_\_\_\_\_ hours \_\_\_\_\_ dollars

B) We are interested in any comments you may have for improving this questionnaire in general or the clarity of specific questions. Please attach such comments to your response or send them to the above address.

- I-2. Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

---



---



---

- I-3. Please provide the following information regarding your firm's corporate/legal structure.

a) Is your firm owned, in whole or in part, by any other firm?

☐ No

☐ Yes--List the following information.

Firm name	Address	Extent of ownership	Date

b) Does your firm own or have any related U.S. firms which are engaged in manufacturing outboard engines or boats that use outboard engines (use additional pages as necessary)?

☐ No

☐ Yes--List the following information.

Firm name	Address	Extent of ownership/ affiliation	Date of ownership/ affiliation

**PART I.--GENERAL QUESTIONS--Continued**

- I-3. c) Does your firm have any related firms, either domestic or foreign, which are engaged in importing outboard engines from Japan into the United States or which are engaged in exporting these products from Japan to the United States?

☐ No ☐ Yes--List the following information.

Firm name	Address	Extent of ownership/ affiliation	Date of ownership/ affiliation

- d) Does your firm or any affiliated firm produce, have the capability to produce, or have any plans to produce outboard engines in other countries?

☐ No ☐ Yes--Please provide the following information, using additional pages as necessary:

Country	Firm name	Production start date		Affiliation/level of investment	Outboard engines produced in 2003 (Quantity)
		Actual	Planned		

- e) Please describe any significant changes in the above corporate/legal structure since January 1, 2001 (use additional pages as necessary).

---



---



---



---

**PART II.--PURCHASES**

II-1. Please identify the complete outboard engine types (model year and horsepower) that your firm purchased since January 1, 2001, by source. CHECK ALL THAT APPLY, using additional pages as necessary.

Model year	Horse power	2-stroke, carbureted	2-stroke, EFI	2-stroke, direct injection	4-stroke, carbureted	4-stroke, EFI
<b>Purchases of U.S.-produced product:</b>						
<b>Purchases of product produced in Japan:</b>						
<b>Purchases of product produced in other countries:</b>						

**PART II.—PURCHASES--Continued**

II-2. **PURCHASE DATA.**--Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of complete outboard engines. Report based on delivery date, not order date.

<b>(Quantity in units, value in \$1,000)</b>					
<b>Item</b>	<b>Calendar years</b>			<b>January-September</b>	
	<b>2001</b>	<b>2002</b>	<b>2003</b>	<b>2003</b>	<b>2004</b>
<b>PURCHASES OF PRODUCT PRODUCED IN THE UNITED STATES:</b>					
2-stroke, carbureted--					
Quantity					
Value					
2-stroke, EFI--					
Quantity					
Value					
2-stroke, direct injection					
Quantity					
Value					
4-stroke, carbureted					
Quantity					
Value					
4-stroke, EFI					
Quantity					
Value					
<b>PURCHASES OF PRODUCT PRODUCED IN JAPAN:</b>					
2-stroke, carbureted--					
Quantity					
Value					
2-stroke, EFI--					
Quantity					
Value					
2-stroke, direct injection					
Quantity					
Value					
4-stroke, carbureted					
Quantity					
Value					
4-stroke, EFI					
Quantity					
Value					

--Continued on next page.

**PART II.--PURCHASES****II-2. PURCHASE DATA.**—Continued

<b>(Quantity in units, value in \$1,000)</b>				
<b>Item</b>	<b>2001</b>	<b>2002</b>	<b>2003</b>	<b>Jan.-Sept. 2004</b>
<b>PURCHASES OF PRODUCT PRODUCED IN ALL OTHER COUNTRIES:<sup>1</sup></b>				
2-stroke, carbureted--				
Quantity				
Value				
2-stroke, EFI--				
Quantity				
Value				
2-stroke, direct injection				
Quantity				
Value				
4-stroke, carbureted				
Quantity				
Value				
4-stroke, EFI				
Quantity				
Value				
<sup>1</sup> Please identify these countries: _____				

II-3. If the relative shares of your firm's total purchases of outboard engines from different sources (both domestic and foreign) have changed in the last three years, please list the country, state whether the relative share from that country has increased or decreased, and state the reason.

Country	Increase/decrease	Reason

**PART II. PURCHASES--Continued**

II-4. If your firm has purchased outboard engines from only one country, please explain the reasons for doing so.

---

---

---

II-5. a) Did the OMC bankruptcy have any effect on your firm's purchases of outboard engines?

☐ No      ☐ Yes--Please describe:

---

---

b) Did your firm increase its relative share of purchases of imported outboard engines as a result of the OMC bankruptcy?

☐ No      ☐ Yes--Please describe how your firm attempted to secure new suppliers, identifying time periods, product types, and suppliers:

---

---

c) Did any new supplier secure contract terms that differed significantly from terms of sale previously experienced by your company, including, *e.g.* exclusive or quasi-exclusive supply contracts or multi-year contracts?

☐ No      ☐ Yes--Please provide details as to what these terms were and who supplied them.

---

---

d) Do you have any contracts with a supplier that require that all (or virtually all) of your purchases be from that single supplier?

☐ No      ☐ Yes--Please identify the supplier and the portion of your purchases that is guaranteed to the supplier.

---

---

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES**

III-1. Which of the following best describes your firm as a purchaser of outboard engines (check all that apply, noting the specific end uses if known)?

- ☐ OEM/BOAT BUILDER, RELATED TO ENGINE MANUFACTURER (\_\_\_\_\_)
- ☐ OEM/BOAT BUILDER, UNRELATED (\_\_\_\_\_)
- ☐ DEALER/DISTRIBUTOR, RELATED TO ENGINE MANUFACTURER (\_\_\_\_\_)
- ☐ DEALER/DISTRIBUTOR, UNRELATED (\_\_\_\_\_)
- ☐ INDEPENDENT BUYING GROUP (\_\_\_\_\_)
- ☐ Other (\_\_\_\_\_)

III-2. If your firm is an **outboard engine dealer**, please respond to the following questions:

a) What are the major types of consumers to which you sell outboard engines?

---

---

b) Do you compete for sales to your customers with the manufacturers or importers from which you purchase outboard engines?

---

---

c) What percent (by quantity) of the boats that you sold during 2003, were packaged with an engine from the boat builder? \_\_\_\_\_ percent.

Who makes the decision to package an outboard engine with a boat? Please explain, using additional pages as necessary.

---

---

d) If your firm is related to an outboard engine manufacturer, do you have the option to purchase outboard engines from other unrelated suppliers?

☐ No      ☐ Yes—Please explain.

---

---

e) For the period from January 1, 2003 through September 30, 2004, what proportion of your complete outboard engine purchases were purchased from unrelated suppliers? \_\_\_\_\_





**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

- III-3. c) What percent (by quantity) of the boats that you manufactured during 2003, were packaged with an outboard engine? \_\_\_\_\_ percent.

Who makes the decision to package an engine with a boat? Please explain, using additional pages as necessary.

---

---

---

- d) If your firm is related to an outboard engine manufacturer, do you have the option to purchase outboard engines from other unrelated suppliers?

☐ No                      ☐ Yes--Please explain.

---

---

- e) For the period from January 1, 2003 through September 30, 2004, what proportion (based on value) of your complete outboard engine purchases were purchased from unrelated suppliers? \_\_\_\_\_

- III-4. a) If your firm is a **boat builder**, has the demand for your firm's boats incorporating outboard engines changed since January 1, 2001?

☐ Increased                      ☐ Unchanged                      ☐ Decreased                      ☐ Other (explain below)

---

---

- b) Has this had any effect on your firm's demand for outboard engines?

---

---

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-5. How have your relative demand for outboard engines changed by engine technology over since January 1, 2001?

- |                             |                                    |                                    |                                    |                                |
|-----------------------------|------------------------------------|------------------------------------|------------------------------------|--------------------------------|
| <b>2-stroke, carbureted</b> | <input type="checkbox"/> Increased | <input type="checkbox"/> Unchanged | <input type="checkbox"/> Decreased | <input type="checkbox"/> Other |
| <b>2-stroke, EFI</b>        | <input type="checkbox"/> Increased | <input type="checkbox"/> Unchanged | <input type="checkbox"/> Decreased | <input type="checkbox"/> Other |
| <b>2-stroke, DI</b>         | <input type="checkbox"/> Increased | <input type="checkbox"/> Unchanged | <input type="checkbox"/> Decreased | <input type="checkbox"/> Other |
| <b>4-stroke, carbureted</b> | <input type="checkbox"/> Increased | <input type="checkbox"/> Unchanged | <input type="checkbox"/> Decreased | <input type="checkbox"/> Other |
| <b>4-stroke, EFI</b>        | <input type="checkbox"/> Increased | <input type="checkbox"/> Unchanged | <input type="checkbox"/> Decreased | <input type="checkbox"/> Other |

To what degree have stricter emission regulations and/or other factors contributed to such changes?

---



---



---

III-6. a) Please list in order of importance any products that may be substituted for outboard engines.

(1) \_\_\_\_\_ (2) \_\_\_\_\_ (3) \_\_\_\_\_

b) For each possible substitute product, please give examples of applications and end uses for which they are substitutes.

---



---

c) Have changes in the prices of these products affected the price for outboard engines?

☐ No ☐ Yes--Please explain.

---



---

III-7. Are you aware whether the outboard engines you purchase are U.S.-produced or imported?

Powerheads: ☐ Always ☐ Usually ☐ Sometimes ☐ Never

Complete outboard engines:: ☐ Always ☐ Usually ☐ Sometimes ☐ Never

III-8. Do you know the manufacturer of the outboard engines that you purchase?

Powerheads: ☐ Always ☐ Usually ☐ Sometimes ☐ Never

Complete outboard engines:: ☐ Always ☐ Usually ☐ Sometimes ☐ Never

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-9. To your knowledge, are your buyers aware of and/or interested in the country of origin of the outboard engines you supply them?

Powerheads: ☐ Always ☐ Usually ☐ Sometimes ☐ Never

Complete outboard engines:: ☐ Always ☐ Usually ☐ Sometimes ☐ Never

III-10. Have you made significant changes in your purchasing patterns (e.g., frequency) in the last three years?

☐ No ☐ Yes--Please explain.

---

---

---

III-11. How many suppliers do you generally contact before making a purchase?

---

III-12. During negotiations, does your firm typically negotiate price with suppliers for:

☐ One engine model ☐ Multiple engine models ☐ Entire product line ☐ Other

Please explain.

---

---

III-13. a) Please provide a description of the negotiation process for each long-term contract or purchase agreement that your firm sought and/or had in effect during model years 2001 to 2005, using additional pages as necessary.

---

---

b) Are there distinctive contract/agreement terms between U.S. and Japanese suppliers? Between outboard engine types?

☐ No ☐ Yes--Please explain and provide a summary of the provisions of your different supply agreements, using additional pages as necessary.

---

---

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-13. c) Have your outboard engine suppliers changed their pricing policies and/or contract terms during the period of investigation?

- ☐ No      ☐ Yes--Please explain, including a list of changes, and using additional pages as necessary.

---

---

d) Do you have multiyear contracts with any of your suppliers?

- ☐ No      ☐ Yes--Please explain, identify suppliers with whom you have multiyear contracts, and state whether pricing terms are fixed over the multi-year term or are renegotiated during the contract term. If pricing terms are renegotiated, indicate the frequency of such renegotiations.

---

---

III-14. a) Have you changed suppliers since January 1, 2001?

- ☐ No      ☐ Yes--Please list the suppliers, indicate whether each firm was added or dropped as a supplier, and give the reasons for the change.

---

---

b) Have you shifted relative volumes among suppliers since January 1, 2001?

- ☐ No      ☐ Yes--Please list the suppliers, indicate whether you increased or decreased relative volumes with respect to each supplier, the amount of such increase or decrease, and give the reasons for the change.

---

---

III-15. Are you aware of any new suppliers, either foreign or domestic, that have entered the market in the last 3 years?

- ☐ No      ☐ Yes--Please identify the firms.

---

---

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

- III-16. Do you require your suppliers to become certified or prequalified with respect to the quality, horsepower, or other performance characteristic of the outboard engines they sell to your firm?

☐ No      ☐ Yes-- \_\_\_\_ percent of purchases (value) in 2003      ☐ Yes--all purchases

Please provide a general description of the certification or qualification process and the time required.

---

---

- III-17. Briefly describe the factors that you consider when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.) and estimate the time it takes to certify or qualify a new supplier.

---

---

- III-18. Since January 1, 2001, have any domestic or foreign producers failed in their attempts to certify or qualify their outboard engines with your firm or have any producers lost their approved status?

☐ No      ☐ Yes--Please identify these firms, the countries where they are located, and the reasons why they failed the certification/qualification process.

---

---

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-19. For the factors listed below, please rate each in terms of its importance in your purchase decision for outboard engines.

	<b>VERY IMPORTANT</b>	<b>SOMEWHAT IMPORTANT</b>	<b>NOT IMPORTANT</b>
Availability .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum qty requirements .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Performance .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):			
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-20. Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase outboard engines for any one order (examples include current availability, extension of credit, prearranged contracts, price, quality exceeding specifications or industry standards, range of supplier's product line, traditional supplier, etc.).

1. \_\_\_\_\_

2. \_\_\_\_\_

3. \_\_\_\_\_

Other factors or comments: \_\_\_\_\_

III-21. What characteristics does your firm consider when determining the quality of outboard engines?

\_\_\_\_\_  
\_\_\_\_\_

III-22. How often does your firm purchase the product that is offered at the lowest price?

☐ Always                      ☐ Usually                      ☐ Sometimes                      ☐ Never

III-23. Please list the names of any firms you considered price leaders in the outboard engine market during January 2001-September 2004. A price leader is defined as (1) one or more firms that initiate a price change, either upward or downward, that is followed by other firms, or (2) one or more firms that have a significant impact on prices. A price leader does not necessarily have to be the lowest priced supplier. For those firms identified as a price leader, please specify the time period in which a price change was communicated, whether the price change was upward or downward, and whether it covered a specific geographic region or a specific product type.

\_\_\_\_\_  
\_\_\_\_\_

III-24. Please describe how the above firm(s) exhibited price leadership.

\_\_\_\_\_  
\_\_\_\_\_

III-25. Do any suppliers offer a more complete product range of outboard engines compared to other suppliers?

☐ No                      ☐ Yes--Please names the firms and explain.

\_\_\_\_\_  
\_\_\_\_\_

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-26. Does your firm purchase outboard engines over the internet?

☐ No
☐ Yes--Please describe, noting the estimated percentage of your firm's total purchases (based on value) of outboard engines in 2003 accounted for by internet purchases.

---



---

III-27. Are different types of outboard engines technologies specified below, which are otherwise the same with respect to horsepower and other specifications, used interchangeably (i.e., can they physically be used in the same applications)? Please indicate below, using "A" to indicate that the products from a specified type of engine-pair are *always* interchangeable, "F" to indicate that the products are *frequently* interchangeable, "S" to indicate that the products are *sometimes* interchangeable, "N" to indicate that the products are *never* interchangeable, and "0" to indicate *no familiarity* with products from a type of engine-pair.<sup>1</sup>

Type of engine	2-stroke, carbureted	2-stroke, EFI	2-stroke, direct injection	4-stroke, carbureted	4-stroke, EFI
2-stroke, carbureted					
2-stroke, EFI					
2-stroke, DI					
4-stroke, carbureted					
4-stroke, EFI					

<sup>1</sup> For any type of engine-pair which is *sometimes or never* used interchangeably, please explain the factors that limit or preclude interchangeable use:

---



---



---



---



---



---



---



---



---



---



**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-28. a) Based on your firm's experience, indicate which type of outboard engine is deemed to be superior in the following performance characteristics. Does this vary by application (boat line/model)?

☐ No ☐ Yes--Please copy this page and report for each application.

**2-stroke, direct injection COMPARED TO 4-stroke**

APPLICATION (Boat line/model): \_\_\_\_\_

	<b>SUPERIOR</b>	<b>COMPARABLE</b>	<b>INFERIOR</b>
Acceleration .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Durability .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Ease of operation .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Environmental friendliness .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Fuel Economy .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Low weight .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Ease of maintenance .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quietness of engine .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Speed .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Other (specify):

_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

---



---



---

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-28. b) Based on your firm's experience, indicate which type of outboard engine is deemed to be superior in the following performance characteristics. Does this vary by application (boat line/model)?

☐ No ☐ Yes--Please copy this page and report for each application.

**2-stroke, carbureted or EFI COMPARED TO 4-stroke, carbureted or EFI**

APPLICATION (Boat line/model): \_\_\_\_\_

	<b>SUPERIOR</b>	<b>COMPARABLE</b>	<b>INFERIOR</b>
Acceleration .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Durability .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Ease of operation .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Environmental friendliness .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Fuel Economy .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Low weight .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Ease of maintenance .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quietness of engine .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Speed .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):			
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

---



---



---

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-29. Report, as indicated below, returns of outboard engines under warranty produced in the United States and Japan. Please report outboard engines returned for repair and those which were not repairable separately.

☐

FOR REPAIR

☐

NOT REPAIRABLE

(Quantity in units, value in \$1,000)					
Item	Calendar years			January-September	
	2001	2002	2003	2003	2004
<b>RETURNS OF PRODUCT PRODUCED IN THE UNITED STATES:</b>					
2-stroke, carbureted--					
Repairable					
Not repairable					
2-stroke, EFI--					
Repairable					
Not repairable					
2-stroke, direct injection					
Repairable					
Not repairable					
4-stroke, carbureted					
Repairable					
Not repairable					
4-stroke, EFI					
Repairable					
Not repairable					
<b>RETURNS OF PRODUCT PRODUCED IN JAPAN:</b>					
2-stroke, carbureted--					
Repairable					
Not repairable					
2-stroke, EFI--					
Repairable					
Not repairable					
2-stroke, direct injection					
Repairable					
Not repairable					
4-stroke, carbureted					
Repairable					
Not repairable					
4-stroke, EFI					
Repairable					
Not repairable					

**PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued**

III-30. **DISCOUNTS/ALLOWANCES.**--Report below all of the discounts, allowances, rebates, prepaid freight, incentives, reimbursements, bonuses, payments, and other potential reductions in price that you received from 2003. Complete a separate page for each firm you purchased from in 2003. If you were not able to quantify a potential reduction in net price that was received, please explain in an attachment. **COPY THIS PAGE AS NECESSARY.**

Firm: \_\_\_\_\_ 2003 Quantity: \_\_\_\_\_ 2003 Value (\$1,000) \_\_\_\_\_

Item	Received from sellers	
	Yes/No	Value (\$1,000)
Base/standard discount		
Quantity discount		
Early order discount		
Early payment discount		
Delayed payment discount		
Registration discount		
Free freight discount		
Fall order discount		
Annual order discount		
Performance rebate		
Coop accrual rebates		
Retail sales bonus		
Advance scheduling		
Warranty registration		
End-customer rebate		
Special program rebate		
Cash/free interest		
Financing discounts		
Cash grants		
Free flooring discount		
Loyalty discount		
All other discounts <sup>1</sup>		
All other rebates <sup>1</sup>		
Signing bonuses		
Market development or promotional funding		
Improvements		
All other incentives <sup>1</sup>		
Other payments/transactions not directly related to the sale of outboard engines or accessories <sup>1</sup>		
<sup>1</sup> Specify those received in an attachment.		



**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED  
PRODUCT--Continued**

IV-3. Do you or your customers ever specifically order outboard engines from one country in particular over other possible sources of supply?

☐ No

☐ Yes--Please identify all relevant countries (including the United States and both subject and nonsubject foreign countries) from which you or your customers prefer to order, and indicate why outboard engines from these countries are preferred over product from other countries (please note the specific products in your response).

---

---

IV-4. Are certain types/sizes of outboard engines available from only a single source (domestic or foreign, including both subject and nonsubject countries)?

☐ No

☐ Yes--Please identify the source and the type/size.

---

---

IV-5. If you purchased outboard engines from one source although a comparable product (in terms of engine technology, horsepower and features) was available from another source at a lower price, please explain your reasons for doing so (please specify by country, including the United States and both subject and nonsubject foreign countries). Possibilities might include transaction characteristics such as length of time to fill orders, minimum order size, reliability of supply, etc.

---

---

---

**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED  
PRODUCT--Continued**

IV-6. For the factors listed below, please rate how outboard engines produced in each country you identified in your response to the first question in Part IV compare with outboard engines produced in each of the other countries you identified (including the United States and both Japan and nonsubject foreign countries). Copy this page as necessary to cover all possible country combinations and please attach any comments you care to make concerning your responses, especially in comparisons where you rate outboard engines from one country superior or inferior to outboard engines from another.

_____ compared to _____ (specify country) (specify country)	SUPERIOR	COMPARABLE	INFERIOR
Availability .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Extension of credit .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lower price .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum qty requirements .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality meets industry standards .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality exceeds industry standards .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Performance .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lower U.S. transportation costs .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):			
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____ .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED  
PRODUCT--Continued**

IV-7. a) How often do domestically produced outboard engines meet minimum quality specifications for your uses or your customers' uses?

☐ Always      ☐ Usually      ☐ Sometimes      ☐ Rarely or never

b) How often do imported outboard engines meet minimum quality specifications for your uses or your customers' uses?

Japan \_\_\_\_\_ ☐ Always      ☐ Usually      ☐ Sometimes      ☐ Rarely or never

Country \_\_\_\_\_ ☐ Always      ☐ Usually      ☐ Sometimes      ☐ Rarely or never

Country \_\_\_\_\_ ☐ Always      ☐ Usually      ☐ Sometimes      ☐ Rarely or never



**PART V.--SUPPLIER IDENTIFICATION**

Please provide the names and addresses of your firm's five largest suppliers of outboard engines purchased during 2001-2003. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total purchases of outboard engines that each of these suppliers accounted for in 2003.

No.	Supplier's name	Street address ( <u>not</u> P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2003 pur- chases (%)
1					
2					
3					
4					
5					



---

## UNITED STATES INTERNATIONAL TRADE COMMISSION

---

WASHINGTON, DC 20436

September 20, 2004

To Whom it May Concern:

The purpose of this letter is to request certain information on the operations of your firm in connection with the Commission's antidumping investigation on outboard engines from Japan (investigation No. 731-TA-1069 (Final)).

The data furnished in response to this request that reveal the individual operations of your firm will be treated as business proprietary by the Commission to the extent that such data are not otherwise available to the public and will not be disclosed except as may be required by law. Such business proprietary information will not be published in a manner that will reveal the individual operations of your firm.

Please provide the information requested in the attachment to this letter directly to the Commission's investigator (Olympia Hand, Room 615-F, U.S. International Trade Commission, 500 E Street, SW, Washington, DC, 20436) by no later than October 28, 2004. No copies are necessary. If you have any questions concerning the investigation or this request please contact Olympia Hand at [olympia.hand@usitc.gov](mailto:olympia.hand@usitc.gov) or 202-205-3182.

Thank you for your assistance,

Robert Carpenter  
Director

Attachment



**GENERAL INFORMATION, INSTRUCTIONS, AND  
DEFINITIONS FOR COMMISSION FOREIGN  
PRODUCER/EXPORTER QUESTIONNAIRES**

**OUTBOARD ENGINES from JAPAN  
Investigation No. 731-TA-1069 (Final)**

***Further information.--If you have any questions concerning the enclosed  
questionnaire(s) or other matters related to this investigation, you may contact  
the following member of the Commission's staff (Fax 202-205-3205):***

***Olympia Hand, investigator (202-205-3182; E-mail [OLYMPIA.HAND@USITC.GOV](mailto:OLYMPIA.HAND@USITC.GOV))***

## **GENERAL INFORMATION, INSTRUCTIONS, AND DEFINITIONS**

### **GENERAL INFORMATION**

**Background.**--This investigation was instituted in response to a petition filed on January 8, 2004, by Mercury Marine, a division of Brunswick Corp., Fond du Lac, WS. Antidumping duties may be assessed on the subject imports as a result of this investigation if the Commission makes an affirmative determination of injury, threat, or material retardation, and if the U.S. Department of Commerce makes an affirmative determination of dumping.

Additional questionnaires will be supplied promptly upon request, or photocopies of the enclosed questionnaire(s) may be used. Address all correspondence to the United States International Trade Commission, Washington, DC 20436. Hearing-impaired individuals can obtain information regarding this investigation via the Commission's TDD terminal (202-205-1810).

**Due date of questionnaire(s).**--Return the completed questionnaire(s) to the United States International Trade Commission by no later than **October 28, 2004**. Use of an overnight mail service may be necessary to ensure that your response actually reaches the Commission by **October 28, 2004**. Please make sure the completed questionnaire is sent to the attention of **Olympia Hand**. **Return only one copy of the completed questionnaire(s), but please keep a copy for your records so that you can refer to it if the Commission staff contacts you with any questions during the course of the investigation.**

**Service of questionnaire response(s).**--In the event that your firm is a party to this investigation, you are required to serve a copy of the questionnaire(s), once completed, on parties to the proceeding that are subject to administrative protective order (see 19 CFR § 207.7). A list of such parties is maintained by the Commission's Secretary and may be obtained by calling 202-205-1803. A certificate of service must accompany the copy of the completed questionnaire(s) you submit (see 19 CFR § 207.7).

**Confidentiality.**--The commercial and financial data furnished in response to the enclosed questionnaire(s) that reveal the individual operations of your firm will be treated as confidential by the Commission to the extent that such data are not otherwise available to the public and will not be disclosed except as may be required by law (see 19 U.S.C. § 1677f). Such confidential information will not be published in a manner that will reveal the individual operations of your firm; however, nonnumerical characterizations of numerical business proprietary information (such as discussion of trends) will be treated as confidential business information only at the request of the submitter for good cause shown.

## **GENERAL INFORMATION, INSTRUCTIONS, AND DEFINITIONS--Continued**

### **GENERAL INFORMATION--Continued**

**Verification.**--The information submitted in the enclosed questionnaire(s) is subject to audit and verification by the Commission. To facilitate possible verification of data, please keep all your workpapers and supporting documents used in the preparation of the questionnaire response(s).

**Release of information.**--The information provided by your firm in response to the questionnaire(s), as well as any other business proprietary information submitted by your firm to the Commission in connection with the investigation, may become subject to, and released under, the administrative protective order provisions of the Tariff Act of 1930 (19 U.S.C. § 1677f) and section 207.7 of the Commission's Rules of Practice and Procedure (19 CFR § 207.7). This means that certain lawyers and other authorized individuals may temporarily be given access to the information for use in connection with this investigation or other import-injury investigations conducted by the Commission on the same or similar merchandise; those individuals would be subject to severe penalties if the information were divulged to unauthorized individuals.

### **INSTRUCTIONS**

**Answer all questions.**--Do not leave any question or section blank unless a questionnaire expressly directs you to skip over certain questions or sections. If the answer to any question is "none," write "none." **If information is not readily available from your records in exactly the form requested, furnish carefully prepared estimates--designated as such by the letter "E"--and explain the basis of your estimates.** Answers to questions and any necessary comments or explanations should be supplied in the space provided or on separate sheets attached to the appropriate page of the questionnaire(s). If your firm is completing more than one questionnaire in connection with this investigation (i.e., a producer, importer, purchaser, and/or foreign producer questionnaire), you need not respond to duplicated questions in the questionnaires.

**Consolidate all establishments in Japan.**--Report the requested data for your establishment(s) located in Japan. **Firms operating more than one establishment should combine the data for all establishments into a single report.**

## **GENERAL INFORMATION, INSTRUCTIONS, AND DEFINITIONS--Continued**

### **DEFINITIONS**

**Outboard engines.**—The products covered by this investigation are outboard engines (also referred to as outboard motors), whether assembled or unassembled; and powerheads, whether assembled or unassembled. The subject engines are gasoline-powered spark-ignition, internal combustion engines designed and used principally for marine propulsion for all types of light recreational and commercial boats, including, but not limited to, canoes, rafts, inflatable, sail and pontoon boats. Specifically included in this scope are two-stroke, direct injection two-stroke, and four-stroke outboard engines.

**Complete outboard engines.**—A complete outboard engine is comprised of (1) a powerhead assembly, or an internal combustion engine, (2) a midsection assembly, by which the outboard engine is attached to the vehicle it propels, and (3) a gearcase assembly, which typically includes a transmission and propeller shaft, and may or may not include a propeller. To the extent that these components are imported together, but unassembled, they collectively are covered within the scope of this investigation. An "unassembled" outboard engine consists of a powerhead as defined below, and any other parts imported with the powerhead that may be used in the assembly of an outboard engine.

**Powerheads.**—Powerheads are comprised of, at a minimum, (1) a cylinder block, (2) pistons, (3) connecting rods, and (4) a crankshaft. Importation of these four components together, whether assembled or unassembled, and whether or not accompanied by additional components, constitute a powerhead for purposes of this investigation. An "unassembled" powerhead consists of, at a minimum, the four powerhead components listed above, and any other parts imported with it that may be used in the assembly of a powerhead.

The scope does not include parts or components (other than powerheads) imported separately. The complete outboard engines and powerheads subject to this investigation are currently classifiable in the Harmonized Tariff Schedule of the United States (HTSUS) in statistical reporting numbers 8407.21.0040 and 8407.21.0080. Although the HTSUS subheadings are provided for convenience and customs purposes, the written description of the merchandise under investigation is dispositive.

**Firm.**—An individual proprietorship, partnership, joint venture, association, corporation (including any subsidiary corporation), business trust, cooperative, trustee in bankruptcy, or receiver under decree of any court.

**Related firm.**—A firm that your firm solely or jointly owned, managed, or otherwise controlled; a firm that solely or jointly owned, managed, or otherwise controlled your firm; and/or a firm that

## **GENERAL INFORMATION, INSTRUCTIONS, AND DEFINITIONS--Continued**

### **DEFINITIONS--Continued**

was solely or jointly owned, managed, or otherwise controlled by a firm that also solely or jointly owned, managed, or otherwise controlled your firm.

**Establishment**--Each facility of a firm in Japan involved in the production of outboard engines or powerheads therefor (as defined above), including auxiliary facilities operated in conjunction with (whether or not physically separate from) such facilities.

**United States**--For purposes of this investigation, the 50 States, Puerto Rico, the U.S. Virgin Islands, and the District of Columbia.

**Importer**--Any person or firm engaged, either directly or through a parent company or subsidiary, in importing outboard engines or powerheads therefor (as defined above) into the United States from a foreign manufacturer or through its selling agent.

**Average production capacity**--The level of production that your establishment(s) could reasonably have expected to attain during the specified periods. Assume normal operating conditions (i.e., using equipment and machinery in place and ready to operate; normal operating levels (hours per week/weeks per year) and time for downtime, maintenance, repair, and cleanup; and a typical or representative product mix).

**Production**--All production in your establishment(s) in Japan, including production consumed internally within your firm.

## **GENERAL INFORMATION, INSTRUCTIONS, AND DEFINITIONS--Continued**

### **DEFINITIONS--Continued**

**Shipments.**--Shipments of products produced in your establishment(s) in Japan. Quantities reported should be net of returns.

**Home market commercial shipments.**--Shipments, other than internal consumption and transfers to related firms, within Japan.

**Home market internal consumption/transfers to related firms.**--Shipments made to related firms in Japan, including product consumed internally by your firm.

**Export shipments.**--Shipments to destinations outside Japan, including shipments to related firms.

**Shipment quantities.**--Quantities reported should be net of returns.

**Shipment values.**--Values reported (in U.S. dollars) should be net values (i.e., gross sales values less the value of returned goods and all discounts, allowances, rebates, prepaid freight, incentives, reimbursements, bonuses, and any other reductions in net price, whether paid or accrued), f.o.b. your producing establishment(s) in Japan.

**Inventories.**--Finished goods inventory, not raw materials or work-in-progress.



**FOREIGN PRODUCERS'/EXPORTERS' QUESTIONNAIRE**  
**OUTBOARD ENGINES FROM JAPAN**

*Return completed questionnaire to:*

**UNITED STATES INTERNATIONAL TRADE COMMISSION**

Office of Investigations, Room 615  
500 E Street, SW, Washington, DC 20436

**So as to be received by the Commission by no later than October 28, 2004**

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigation concerning outboard engines from Japan (inv. No. 731-TA-1069 (Final)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII.

**Name of firm** \_\_\_\_\_

**Address** \_\_\_\_\_

**World Wide Web address** \_\_\_\_\_

Has your firm produced or exported **outboard engines or powerheads therefor** (as defined in the instruction booklet) since January 1, 2001?

☐

**NO** (Sign the certification below and promptly return only this page of the questionnaire to the Commission)

☐

**YES** (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

**CERTIFICATION**

*I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.*

*By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this investigation in any other import-injury investigations conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)*

*I acknowledge that information submitted in this questionnaire response and throughout this investigation may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this investigation or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.*

\_\_\_\_\_  
*Name and Title of Authorized Official*

\_\_\_\_\_  
*Date*

\_\_\_\_\_  
*Signature of Authorized Official*

( ) \_\_\_\_\_  
*Phone*

( ) \_\_\_\_\_  
*Fax*

\_\_\_\_\_  
*E-mail address*

**PART I.--GENERAL QUESTIONS**

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 15 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

- I-1. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

\_\_\_\_\_ hours                      \_\_\_\_\_ dollars

- I-2. Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

---

---

---

- I-3. Please provide the names and addresses of the **FIVE** largest U.S. importers of your firm's outboard engines in 2003. In addition, if you export the subject products pursuant to a co-production/supply agreement(s) with a non-related firm in the United States, please submit a copy of the agreement(s).

---

---

---

---

---

- I-4. Does your firm or any related firm produce, have the capability to produce, or have any plans to produce outboard engines in the United States or other countries?

☐ No

☐ Yes--Please name the firm(s) and country(ies) below and, if U.S. producer(s), ensure that they complete the Commission's producer questionnaire (contact Olympia Hand for copies of that questionnaire).

---

---

---

**PART I.--GENERAL QUESTIONS--Continued**

- I-5. Does your firm or any related firm import or have any plans to import outboard engines or powerheads therefor into the United States?

☐ No

☐ Yes--Please name the firm(s) below and ensure that they complete the Commission's importer questionnaire (contact Olympia Hand for copies of that questionnaire).

---



---

**PART II.--TRADE AND RELATED INFORMATION**

- II-1. Does your firm have any plans to add, expand, curtail, or shut down production capacity and/or production of outboard engines in Japan?

☐ No

☐ Yes--Please describe those plans, including planned dates and capacity/production quantities involved, and the reason(s) for such change(s). If the plans are to add or expand capacity or production, list (in descending order of importance) the markets (countries) to which such additional capacity or production would be directed.

---



---



---

- II-2. What percentage of your firm's total sales (by value) in its most recent fiscal year was represented by sales of outboard engines?

Complete outboard engines \_\_\_\_\_ Percent

Powerheads \_\_\_\_\_ Percent

- II-3. Does your firm produce products other than outboard engines and powerheads on the same equipment and machinery?

☐ No

☐ Yes--List the following information.

Basis for allocation of capacity data (e.g., sales): \_\_\_\_\_

Products produced on same equipment and share of total production in 2003 (in percent):

<u>Product</u>	<u>Percent</u>	<u>Product</u>	<u>Percent</u>
<u>Outboard engines</u>	_____	_____	_____
_____	_____	_____	_____

**PART II.--TRADE AND RELATED INFORMATION--Continued**

- II-4. a) Has your firm maintained any inventories of outboard engines in the United States (not including inventories held by firms identified in questions I-3, I-4, or I-5 above<sup>1</sup>) since 2001?

☐ No ☐ Yes--Report the quantity (in units) of such **end-of-period** inventories below.

<u>2001</u>	<u>2002</u>	<u>2003</u>	<u>September</u> <u>2003</u>	<u>September</u> <u>2004</u>
-------------	-------------	-------------	---------------------------------	---------------------------------

_____	_____	_____	_____	_____
-------	-------	-------	-------	-------

- b) Has your firm maintained any inventories of powerheads for separate sale in the United States (not including inventories held by firms identified in questions I-3, I-4, or I-5 above<sup>2</sup>) since 2001?

☐ No ☐ Yes--Report the quantity (in units) of such **end-of-period** inventories below.

<u>2001</u>	<u>2002</u>	<u>2003</u>	<u>September</u> <u>2003</u>	<u>September</u> <u>2004</u>
-------------	-------------	-------------	---------------------------------	---------------------------------

_____	_____	_____	_____	_____
-------	-------	-------	-------	-------

- II-5. Does your firm sell the subject products over the internet?

☐ No ☐ Yes--Please describe, noting the estimated percentage of your firm's total sales of the subject products in 2003 accounted for by internet sales.

_____
_____

- II-6. Are the subject products exported by your firm subject to any pending or completed trade actions (including antidumping and countervailing duty measures, safeguards, and other forms of trade restraints) in any country?

☐ No ☐ Yes--List the products(s), countries affected, and the date of such findings/remedies or pending actions.

<i>Product</i>	<i>Country</i>	<i>Date</i>
_____	_____	_____
_____	_____	_____
_____	_____	_____

<sup>1</sup> Such firms will report inventories in the Commission's importer or producer questionnaire.

<sup>2</sup> Such firms will report inventories in the Commission's importer or producer questionnaire.

**PART II.--TRADE AND RELATED INFORMATION--Continued**

II-7. Please identify the outboard engine types (model year and horsepower) that your firm produces in Japan, and the types and products exported to the United States. CHECK ALL THAT APPLY. Use additional pages as necessary.

[illegible]

**PART II.--TRADE AND RELATED INFORMATION--Continued**

- II-8. (a) Please describe the methodology used to calculate production capability reported in sections II-10 and II-11, and explain any changes in reported capacity (use additional pages as necessary). In addition, please provide an explanation for any differences in capacity to produce outboard engines in Japan as reported in this questionnaire and capacity reported in public sources (e.g., press releases, plant brochures, etc.)

---



---



---



---



---

- (b) Please describe the constraint(s) that set the limit(s) on your reported production capabilities.

---



---

- II-9. **WARRANTY/REPLACEMENT EXPORTS TO THE UNITED STATES.**--Report your firm's exports to the United States of outboard engines produced in your establishment(s) in Japan during the specified periods for the categories listed below.

(Quantity in units)					
Item	Calendar years			January-September	
	2001	2002	2003	2003	2004
<b>WARRANTY/REPLACEMENT EXPORTS:</b>					
Powerheads					
Complete engines					

**PART II.--TRADE AND RELATED INFORMATION--Continued**

II-10. **POWERHEADS.**--Please report production capacity, production, shipments, and inventories of **powerheads** produced by your firm in Japan during the specified periods. (Do not include powerheads that were sold as part of the outboard engines reported in II-11).

(Quantity in units)							
Item	Actual Experience					Projections <sup>1</sup>	
	2001	2002	2003	January-September		2004	2005
				2003	2004		
AVERAGE PRODUCTION CAPACITY <sup>2</sup>							
BEGINNING-OF-PERIOD INVENTORIES <sup>3</sup>							
PRODUCTION <sup>4</sup>							
SHIPMENTS:							
Internal consumption/transfers							
Home market sales							
Exports to--							
United States: <sup>5</sup> Quantity							
Value (1,000 U.S. dollars)							
All other export markets <sup>6</sup>							
Total exports							
Total shipments							
END-OF-PERIOD INVENTORIES							
<sup>1</sup> Report the basis for your firm's projections. _____ _____ _____							
<sup>2</sup> The production capacity (see definitions in instruction booklet) reported is based on operating _____ hours per week, _____ weeks per year.							
<sup>3</sup> <u>Reconciliation of data.</u> --Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____							
<sup>4</sup> Please estimate the percentage of production of separately sold powerheads in Japan accounted for by your firm's production in 2003. _____ Percent							
<sup>5</sup> Please estimate the percentage of total exports to the United States of separately sold powerheads from Japan accounted for by your firm's exports in 2003. _____ Percent							
<sup>6</sup> Identify principal <i>other</i> export markets. _____							

**PART II.--TRADE AND RELATED INFORMATION--Continued**

II-11. **COMPLETE OUTBOARD ENGINES.**--Please report production capacity, production, shipments, and inventories of **complete outboard engines** produced by your firm in Japan during the specified periods.

(Quantity in units)							
Item	Actual Experience					Projections <sup>1</sup>	
	2001	2002	2003	January-September		2004	2005
				2003	2004		
AVERAGE PRODUCTION CAPACITY <sup>2</sup>							
BEGINNING-OF-PERIOD INVENTORIES <sup>3</sup>							
PRODUCTION <sup>4</sup>							
SHIPMENTS:							
Internal consumption/transfers							
Home market sales							
Exports to--							
United States: <sup>5</sup> Quantity							
Value (1,000 U.S. dollars)							
All other export markets <sup>6</sup>							
Total exports							
Total shipments							
END-OF-PERIOD INVENTORIES							
<sup>1</sup> Report the basis for your firm's projections. _____ _____ _____							
<sup>2</sup> The production capacity (see definitions in instruction booklet) reported is based on operating _____ hours per week, _____ weeks per year.							
<sup>3</sup> <u>Reconciliation of data.</u> --Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____ _____							
<sup>4</sup> Please estimate the percentage of production of complete outboard engines in Japan accounted for by your firm's production in 2003. _____ Percent							
<sup>5</sup> Please estimate the percentage of total exports to the United States of complete outboard engines from Japan accounted for by your firm's exports in 2003. _____ Percent							
<sup>6</sup> Identify principal <i>other</i> export markets. _____ _____							



**PART II.--TRADE AND RELATED INFORMATION--Continued**

II-12. **EXPORTS TO THE UNITED STATES BY TYPES.**-- Report your firm's exports to the United States of **complete outboard engines** produced in your establishment(s) in Japan during the specified periods. Identify and report each horsepower separately, using additional pages as necessary.

(Quantity in units)					
Type/HP	Calendar years			January-September	
	2001	2002	2003	2003	2004
<b>2-stroke, carbureted:</b>					
HP:					
HP:					
HP:					
<b>Subtotal, 2-stroke, carbureted</b>					
<b>2-stroke, EFI:</b>					
HP:					
HP:					
HP:					
<b>Subtotal, 2-stroke, EFI</b>					
<b>2-stroke, direct injection:</b>					
HP:					
HP:					
HP:					
<b>Subtotal, 2-stroke, DI</b>					
<b>4-stroke, carbureted:</b>					
HP:					
HP:					
HP:					
<b>Subtotal, 4-stroke, carbureted</b>					
<b>4-stroke, EFI:</b>					
HP:					
HP:					
HP:					
<b>Subtotal, 4-stroke, EFI</b>					
<b>TOTAL</b>					
NOTE.--The exports to the United States reported above should reconcile with your reported exports in question II-11 of this questionnaire. If the data do not reconcile, please explain the discrepancy on a separate sheet.					